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Volume 25
1944/1945

INTER-STATE Milk Producers Review

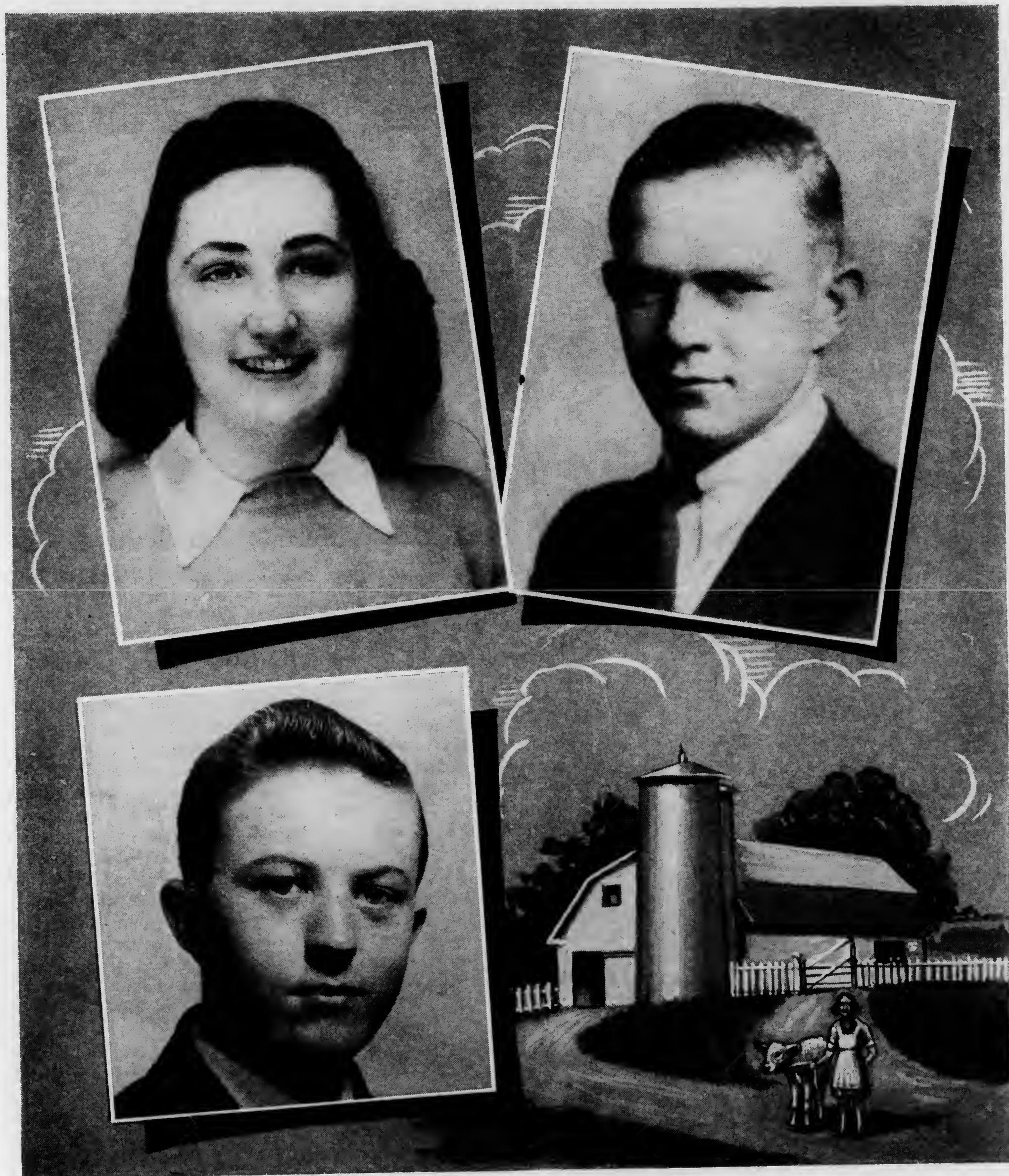
ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XXV

Philadelphia 8, Pa., May, 1944

No. 1

PRODUCERS' COOPERATIVE, Inc.



Pennsylvania's 4-H Dairy Winners

Mary B. Witmer
Lancaster County

Raymond Gross
Bucks County

Charles Wollaston
Chester County

Subsidy Cut Next 4 Months, To Be Increased Thru Winter

THE subsidy to milk producers, known as the "dairy production payments," has at last been projected well into the future. Announcement was made on April 26 covering these payments through March 31, 1945. Rates of payment in various parts of the country were reduced during May, June, July and August from the March and April levels, but from September through next March the minimum rates have been increased to a level above any that heretofore prevailed.

The May-August rate varies in different parts of the country from 45 cents to 65 cents per hundred pounds of milk, generally a 15-cent reduction from the April rate. The rate in Delaware, Maryland, Pennsylvania and the Virginias is 45 cents during the summer months and will be 70 cents from September 1 to March 30. In New Jersey the rates will be 55 cents and 80 cents per hundred pounds, respectively, during these two periods.

The announcement contains one additional proviso, as follows: "conditioned upon Congressional provision for administrative expense."

The official announcement says also that, "The payments, which are being made to offset increases in dairy production costs since September, 1942, and thus to help maintain milk production, are adjusted so as to stimulate heavier production during the fall and winter when feed costs are highest."

This long time program is very much in line with one of the major recommendations of Inter-State at the joint Federal-State hearing held in Philadelphia in March, when it was brought out that during recent months the dairy prices have been a "hand-to-mouth" affair, with a series of short-term announcements covering milk prices and especially the amount of those prices that are covered by these subsidies. It was asked that prices be established so as "to be effective over a period long enough for the dairyman to plan ahead."

Records show, too, that the new subsidy rates, in addition to the established prices prevailing in the milk shed, will still be somewhat short of actual cost of production when all cost factors are considered. These factors, of course, include the extremely high rates of farm wages and charges for the use of equipment which, under present conditions, is wearing out but is currently irreplaceable.

Good business requires the build-

ing up of reserves to cover the replacement of that equipment when it does become available and these are legitimate costs of running a farm business.

Centerville Producers Meet, Burn Mortgage, Plan Future



Board of Directors of Centerville Milk Producers' Cooperative—Left to right, standing: Oliver C. Jones, Phares Morris, F. Bennett Carter, Dulin O. Clark, Ralph Whaley, W. Hazel Dudley and Edward Shortall. Seated: Algernon Carter, E. R. Leaverton, Royden N. Powell, James C. Starkey and J. W. Keith.

THERE was a fire in the auditorium of the Centerville, Md., High School on Thursday evening, April 20. The fire was under control at all times, having been started by **Royden Powell**, president of the Centerville Milk Producers' Cooperative, when he struck a match to the mortgage and the notes made by that cooperative within the past six years for financing the purchase, remodeling and re-equipping of the milk plant in that town.

The occasion was the fifth annual dinner meeting of the Centerville group and the first meeting at which the plant was entirely debt-free. In fact, **J. W. Keith**, secretary-treasurer of the Centerville Cooperative, reported they now possess Government bonds and have a cash balance in the bank.

The Centerville plant is owned entirely by the members of the local cooperative, all of whom are also members of Inter-State Milk Producers' Cooperative. These people put their names on notes in 1938 and met these obligations through either cash payments or deductions from their milk checks. As a result the Centerville plant is their property and the pride of the town.

The dinner was featured by the appearance of **Francis P. Willits**,

Two Negro teamsters were arguing as to how long crap shooting had been a popular pastime in certain circles. "Ah tell yuh it was invented in de Spanish-American Wah," insisted Moses.

"Niggah, yo ig-rance am shocking," declared Rastus. "A man wrote a book called 'Pair o' Dice Lost' befo' Gawge Washin'ton was bawn."

Jr., Roy Wood and **Dr. E. L. Wilson**, all officials of the Borden Farm Products Company of New Jersey and its affiliates, which company is the present buyer of Centerville's milk.

The feature of the evening's program was the talk by **O. H. Hoffman, Jr.**, general manager of Inter-State, who told these producers that having worked hard to develop the plant and acquire full ownership it was their duty to themselves to work equally hard in protecting that investment. He also warned that although both Centerville and Inter-State are co-operatives there was no magic in the word "cooperative" which would make sound, hard-boiled business methods either obsolete or unnecessary. These business principles must be followed in the operation of the plant and in the handling of all milk supplies through it, with the guarding of quality being a highly important job at all times.

He said that although we are now experiencing a seller's market, we can not count on this lasting indefinitely and when the war is over and demand slackens those producers who supply the market with a uniformly high quality product will be the ones who will hold their markets.

Farmers Have Job to Do Council Urges We Do It Ourselves

FARMERS and farm organizations have a job to do that they dare not trust to anyone else. This was the dominant thought prevailing at the annual meeting of the Interstate Farmers Council, held in Baltimore in mid-April. The whole matter was summarized by **Milo K. Swanton**, executive secretary of the Wisconsin Council of Agriculture, who was the featured speaker at the banquet with which the meeting closed.

He said, in part, "Time and again we farmers have been invited to play in the back yards of both industry and labor. During political campaigns, and especially in legislative halls, we farmers have been wooed by both factions. Let us make the wooing mutual but not sentimental; we can't afford to marry either . . .

That "Patronizing" Air

"Business and industry have often been attentive with a patronizing air and have tried to get our ears with expressions of pity . . . Organized labor has been lavish with sympathy for the farmer while labor leaders—arch salesmen and propagandists—were building support for an oft-times short-sighted program adversely affecting agriculture."

He said, further, in referring to the efforts of the United Mine Workers District 50 to organize farmers, that "When a labor organization attempts to swoop down and swallow up our nation-wide dairy industry, it is time to stop, look and listen."

Another speaker from outside the territory covered by the Council was **Howard W. Selby**, general manager of the United Farmers Cooperative Creamery Association of Massachusetts. He asserted that the only way for the Government to get the increased milk production it is asking for "is to tell the farmer and tell him now what price he is to receive for his milk throughout the remainder of the year—and to see that it is high enough to cover costs."

A complete review of the feed situation confronting dairymen in the East and Northeast was given by **L. E. Raper**, director of membership relations of Southern States Cooperative, Richmond, Va. He pointed out the inconsistency of the ceiling prices on feed crops such as corn and the support price on hogs, which serves to keep the corn off the competitive open market.

In another talk before the Council, **Quentin Reynolds**, general

manager of the Eastern States Farmers Exchange, stated that there is grave concern as to the future course of government in its relation to farmers, and expressed the opinion that the extent of government help should be that of preserving fair play and that it should not "call the plays" and control and direct the economy of the individual farmer, businessman, professional man and laborer. Reynolds said that "Agriculture has no chip on its shoulder. Its shoulder is hard-pressed against the wheel."

In referring to the efforts of John L. Lewis and his United Mine Workers to unionize dairymen, **P. C. Turner**, president of the Council, stated that "Lewis has been curbed but not stopped in his ambitious scheme to take over dairymen against their wishes." He said, further, that "We have successfully met this challenge in our five-state area, as have many similar councils in other areas of the nation." The

Improvements In OPA Law Asked by Council of Farmer Cooperatives

A definite forward-looking stand was taken by the National Council of Farmer Cooperatives in their testimony given before the Senate Banking and Currency Committee on the bill to extend the life of OPA.

This position centered around the need for a long-time co-ordinated program in the production of food and fiber by our nation's farmers. It favored the bringing of all matters involved in wartime problems of food production, distribution, price control and rationing under one administrative head responsible to Congress. It further advocated industry and consumer advisory committees and, where maximum prices for farm products are deemed necessary, a system of hearings to determine proper price levels.

The Council recommended that consumer food subsidies be abolished as rapidly as possible, with price adjustments to obtain the desired production. Price ceilings should be established only at the consumer level, with dollars-and-cents (not percentage) mark-ups to processors and distributors.

Several detailed recommendations were made by the Council covering court review, protests, appeals and hearings on OPA matters and an increased degree of protection to any parties involved in such proceedings.

five states covered by the Council are Pennsylvania, Delaware, Maryland, Virginia and West Virginia, approximately 375,000 farmers being represented.

Mr. Turner was re-elected president of the Council; **Kenzie S. Bagshaw**, Master of Pennsylvania State Grange and Inter-State director, was named first vice-president; while **W. P. Naudain**, representing the Delaware State Grange, was elected second vice-president and **C. E. Wise** of Baltimore was re-elected secretary-treasurer. Among the fifteen directors is **B. H. Welty**, president of Inter-State.

Heavy Hog Ceilings Reduced

In order to discourage the use of corn and other essential grains in bringing hogs up to heavy and uneconomical weights, the OPA, with the concurrence of the WFA, has announced that on and after May 15, 1944, the present ceiling price on hogs weighing more than 240 pounds live weight will be reduced 75 cents per hundredweight.

Buy War Bonds and Stamps

The Council spokesman proceeded to describe the food situation; the many adjustments that had been made, and which have been compelled through regulations in the over-all food production program; and the effects of price ceilings and rationing on the probable future trend of food production and supply.

It Was A Serious Business

There are 120 photographs of Abraham Lincoln that have been preserved and on none of them is a smile. Not because Lincoln never smiled, because he frequently did, for he enjoyed humor and good jokes more than most men. The lack of the smile was in the method of taking pictures those days when you had to have your head held against a rigid frame and look intelligent for several seconds in order to get any picture at all. In other words, it was a time exposure.

For the same reason, most of the pictures of our grandparents and great grandparents have very few smiles or even a hint of a smile. It was an ordeal to have a picture taken in those days,—and some people think it is yet.

Only butter can be butter

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Farm Machine Production Falls Short of Goals

The farm machinery goals set for 1944 present a much rosier picture than does the actual production of farm machinery for the same period. A recent authentic report indicates that there is a shortage of certain critical materials which has affected the output of a number of machines, most of which are motor driven.

As a result of this, many farmers who had reason to hope for new tractors, corn pickers, combines, balers, rakes or spreaders, to name just a few of these machines, will not get them this year. In fact, as of April 1, the production of these six machines was only two-thirds of

the goals established. It seems, also, that the prospects of stepping up the production so as to meet the goals in time for this season's use are very remote.

Another report carries a warning concerning wire fencing. Much of the wire fencing that has been fabricated since the beginning of the war has been far under the pre-war standards and, although restrictions are being relaxed, it is probable that the fence manufacturers will make every effort to move the lower grade of fencing made under these restrictions before pushing new and higher quality products.

In this connection, it is reported that the War Production Board is planning a policy that will force prompt reconversion to pre-war standards, regardless of having on hand lower grade or substitute materials.

These People Lack Common Courtesy

Editors dislike anonymous information. Usually it is chucked into the waste basket—but sometimes it looks too much like a scorpion to handle in that manner.

That was the case this morning when we received, in a plain, manila envelope, four unidentified map charts which seem to have as their intent the getting of the nation's consumers at loggerheads with the dairymen.

These four charts purport to show those sections of the country in which consumers would have to pay each of varying additional amounts for their milk but nothing to tell why, or who says so, or the alternatives, or any of the rest of the truth of the story.

This entire matter has an odor peculiarly like some material that came into the office a week earlier, and which took sharp issue with the dairymen's desire to have their prices paid directly and on a pay-as-we-go basis instead of partly through subsidy. Simply stated, our dairymen want none of the nation's dairy bill put on the cuff to be paid by taxpayers over the next 75 to 100 years, together with all the added expenses to cover interest, overhead, administration charges, etc., over that period. We as dairymen also fear the dangerous dislocations that will surely hit every part of this nation's dairy industry when these unbusinesslike practices must be discarded.

Co-operation is a great thing. If you don't believe it, watch what happens to a wagon when one wheel flies off—the wheel doesn't go far either.

MILK PRODUCERS REVIEW

Dairy Month in a New Role

June Dairy Month this year has a special job to do. The program is geared to the industry problems of today to (1) establish the essentiality of dairy products and the dairy industry, (2) explain why dairy foods are not always available, and (3) to encourage production of these products. The entire program is being developed as an aid to the industry in coping with wartime problems.

In contrast to the highly specialized sales and promotion campaigns of previous years, plans this year call for stressing the "essentiality" of the industry and its products. The part that dairy products are playing in the wartime period, keeping up the morale and the physical fitness of the fighting forces on the war front, will be especially emphasized. Of almost equal importance is the part played by milk and its products in keeping a nation of war workers physically fit and producing at maximum efficiency. The necessity of dairy products for the fighting forces, for war workers and in the home will be carried out in the most extensive publicity program ever planned for June Dairy Month.

Charles W. Holman, Secretary of the National Cooperative Milk Producers' Federation, and who has served as Chairman of every June Dairy Month Program since its inception, is performing that function again this year. Milton Hult, President of National Dairy Council, is Chairman of the Program Committee, and N. D. Kelley and E. M. Harmon of the National Dairy Council, are serving as Chairmen of the Promotion and Publicity Committees respectively.

As in the past, the National Dairy Council is spearheading both the publicity and promotion programs. Cooperating in this effort are the National Cooperative Milk Producers' Federation, the American Dairy Association and several other national organizations within the industry and in food distribution as well as hundreds of individual dealers, processors and producer organizations.

Water Heaters Available

Restrictions have been removed from the sale of certain types of water heaters commonly used by dairy farmers. The types now without restrictions are known as bucket-a-day stoves, dome type water heaters and service water and tank heaters, all of which are hand fired and use solid fuel. This action was taken late in April by the War Production Board.

May, 1944



The Meeting House at Rancocas, N. J., built in 1772, is the theme of this attractive picture sent by Elizabeth R. Smith, New Hope, Pa.

Charles W. Wilson, Federation Counsel, Dies

Dairy cooperatives of the country lost a hard-working employee and a real friend with the death, on April 24, of Charles W. Wilson, senior counsel for the National Cooperative Milk Producers' Federation. Wilson had been a member of the Federation staff for nearly six years and previous to that time was an assistant attorney general of the state of Iowa and was on the legal staff of the Federal Intermediate Credit Bank at Omaha, Nebraska. He was widely known throughout the country as a brilliant authority on the legal aspects of agricultural cooperatives and was greatly beloved by a large circle of friends and business associates.

Wilson was 36 years old at the time of his death, and is survived by his wife and two sons, his parents, three sisters and a brother.

Feed Grain Situation Becomes Critical

A prediction that the feed grain situation in this country will become progressively worse until the level of livestock production is brought into line with available feed supplies was made before the Northeastern Governor's Feed Committee, which met in New York City recently.

It was pointed out that more grain was fed in the past year than was produced, the deficit being made up from reserve supplies and from importation from Canada. Transportation difficulties will hinder importing any large amount from Canada and also from South American countries. Furthermore, grains such as wheat are in great demand for human consumption, which, of course, will be given priority.

The committee recommended that imports of grain be obtained in order to supplement domestic supplies, stating that these are absolutely essential, especially to the Northeast, if the food supply of this area is to be protected.

Dairymen Exchange Ideas At College Conference

Managers, officers and key employees of artificial breeding associations of Pennsylvania are holding a conference at State College on May 22. Also attending this conference will be specialists from the college and county agents from areas in which these organizations are now active.

These groups have been at work sufficiently long to make it worth while to get together and exchange experiences, which will be helpful to one another. This, primarily, is the purpose of the meeting and it will cover practically all phases of the work of these organizations, both technical and of a general managerial nature.

The State College and the leaders in these groups are to be commended for this move. They recognize that improvements can be made and out of their exchange of views the organizations now at work should be enabled to do a better job in the future, avoid the errors that some may have made in the past and furnish a fund of information that will guide similar groups that may start up in the future.

Federation to Hold 28th Annual Convention

The National Cooperative Milk Producers' Federation will hold its 28th annual convention in Chicago on December 6-7-8, 1944. In announcing the dates, Charles W. Holman, secretary, stated that "A program fitting into the needs of dairy farmers' cooperatives under war conditions is being worked out and will be announced at a later date."

He stated that more than 300,000 dairy farm families in 41 states of the Union are now banded together in the Federation for mutual self-help.

Before you ask advice, explore your own head; there may be something in it.

Two Viewpoints— The Decision Is Easy

Thomas Jefferson was one of the founders of this country. His power and influence went far in shaping our nation's destiny. Because of his fame in those regards he is looked upon by many as a statesman of the first rank. To quote from a book by Vice-President Henry Wallace on the life of Jefferson, we learn that,

"First and foremost Jefferson was a farmer. He loved the land and the people who live on it. It is hard to say whether he loved the farmers because he thought them essential to democracy or whether he loved democracy because it gave full expression to farmers. The two went hand-in-hand in Jefferson's mind, and his faith in farmers and democracy as a keystone of government explains nearly all the apparent contradictions of his political life."

This description clearly shows that Jefferson thought highly of farming as an occupation and even as a profession. In fact, many of our nation's early leaders entertained similar outlooks upon life.

How different from a newspaper columnist of today who, in the early 30's wrote a book entitled "What We Are About To Receive." A passage in this book, the writer of which is known to the public as J. Franklin, says,

"The farmer has arrogated to himself all virtue and all knowledge; he has voted against progress, against civilizations, against the city, against science, against art. He has made and unmade presidents in the image of Main Street; he has exhausted our soil as he will exhaust our treasury if given half a chance. He is the great obstacle to human progress, the great threat to political stability."

These contrasting points of view scarcely need comment. Jefferson, the farmer and statesman, has gone down in history as having possessed one of the great minds of the world and the other man is almost unknown, except to those few who may cater to his peculiar brand of philosophy. The one regrettable thing is that we have that kind with us and it is those of that stripe who make real understanding and progress so difficult in this great nation of ours.

When you visit Grand Canyon you will not only be told that one rim is ever so much higher than the other, but that a letter addressed from one side to the other must travel 1044 miles and pass through four states, Arizona, California, Nevada and Utah. Yet the distance across the canyon is only ten miles.

Nothing can be produced out of nothing.

—Diogenes

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Mar.-Apr. | Class II Mar. | Class III Apr. | Class III Mar.-Apr. |
|-----------------------|-------------|-------------------|---------------|----------------|---------------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.323 | \$3.272 | \$2.581 |
| Altoona | 9 | 3.70 | 3.220 | 3.173 | 2.521 |
| Huntingdon-Tyrone | 10-2 | 3.45 | 3.220 | 3.173 | 2.521 |
| State Wide | 11 | 3.50 | 3.220 | 3.173 | 2.521 |
| Lancaster | 14 | 3.73 | 3.239 | 3.192 | 2.521 |
| Reading | 15 | 3.70 | 3.239 | 3.192 | 2.521 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| March | I | IA | II | III | "A" Bonus |
|------------------------------|-------|----|-------|------|-----------|
| Cream Top Dairy | 98 | 0 | 0 | 2 | — |
| Eachus Dairy | 90 | 0 | 10 | 0 | — |
| Everett Milk & Ice Cream Co. | 53.16 | 0 | 37.19 | 9.65 | — |
| Hoffman's | 71 | 9 | 20 | 0 | — |
| Penn Cress Ice Cream Co. | 49.6 | 0 | 50.4 | 0 | — |
| Williamsburg Dairy | 100 | 0 | 0 | 0 | — |

April

| | | | | | |
|----------------------|--------|---|--------|---|----|
| Clover Dairy Company | 85.802 | x | 14.198 | x | 83 |
| Fraim's Dairy | | | | | |

New Jersey

| April | Norm | Cream |
|----------------------------------|------|-------|
| Arrowhead Shoemaker Dairy (Mar.) | 100 | |
| Abbotts Dairy | | 85 |
| Castanea Dairy | 100 | |
| Supplee-Wills-Jones | 100 | |

Prices Paid for 4% Milk

| March | Location | Area | Price |
|-----------------------------|-------------------|-------|--------|
| Arrowhead-Shoemaker Dairy | Bridgeton, N. J. | — | \$4.03 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.83 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.71 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.80 |
| Everett Ice Cream Co. | Everett, Pa. | 10,22 | 3.29 |
| Hershey Creamery Co. (1-15) | Greencastle, Pa. | — | 3.70 |
| | (16-31) | — | 3.65 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.77 |
| Hoffman's | Altoona, Pa. | 9 | 3.51 |
| Lancaster Milk Company | Lancaster Market | 14 | 3.80 |
| | New York Market | — | 3.85 |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.33 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.68 |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.73 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 |
| Sylvan View Dairy | Lancaster, Pa. | 14 | 3.67 |
| Tri County Dairy | Honey Brook, Pa. | 1A | 3.74 |
| Chas. G. Waple Dairies | Tyrone, Pa. | 10,22 | 3.40 |
| Williamsburg Dairy | Williamsburg, Pa. | 9 | 3.70 |

April

| | | | |
|------------------------------|-------------------|---|------|
| Abbotts Dairies | (N. J. Producers) | — | 4.03 |
| Centerville Producers Co-op. | Centerville, Md. | — | 3.67 |
| Clover Dairy Company | Wilmington, Del. | — | 0.00 |
| Delamore Dairy | Wilmington, Del. | — | 3.75 |
| Fraim's Dairy | Wilmington, Del. | — | 3.86 |
| Greenhill Dairy | Wilmington, Del. | — | 3.80 |
| New York City Buyers | 210-10 mile zone | — | 3.38 |
| Supplee-Wills-Jones | Nassau, Del. | — | 3.52 |
| West End Dairy | Wilmington, Del. | — | 3.85 |

Feed Price Summary for March, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| Ingredients | April 1944 (\$ per T.) | Mar. 1944 (\$ per T.) | April 1943 (\$ per T.) | % Change April, 1944 Compared with Mar. 1944 | April 1943 |
|------------------------|------------------------|-----------------------|------------------------|--|------------|
| Wheat Bran | 52.10 | 51.75 | 50.68 | +0.68 | +2.80 |
| 16% Mixed Dairy Ration | 61.81 | 59.42 | 51.12 | +4.02 | +20.91 |
| 24% | 65.50 | 64.63 | 56.67 | +1.35 | +15.58 |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices

paid do not include any bonuses or premium which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also at 4 cents per point.

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| March | \$3.93 | \$3.157 |
| April | 3.93 | 3.084 |
| May | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| February | \$3.83 | \$2.67 |
| March | 3.83 | 2.67 |
| April | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | °Dry Skimmilk |
|-----------|------------|---------------|
| March | \$24.65625 | 12.4971¢ |
| April | 24.0125 | 12.5479¢ |

*—Per 40-quart can of 40 percent cream.
°—Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75¢ per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices Paid for 3.5% Milk By South Jersey Buyers

February, 1944

| Dairy | Grade "A" & Premium | Grade "B" |
|-------------------------|---------------------|-----------|
| Abbotts Dairy | \$4.23 | \$3.83 |
| Arrowhead-Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 3.99 | — |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairy | 4.19 | 4.06 |
| Holly Ravine Dairy | 4.23 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.14 | 3.76 |
| N. J. Milk Products Co. | 3.91 | 3.83 |
| Parks Dairies | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | — | 3.71 |
| Trenton Dairy | — | 3.71 |
| Wilson Dairy | 4.23 | 3.83 |

March, 1944

| | | |
|-------------------------|--------|--------|
| Abbotts Dairy | \$4.23 | \$3.83 |
| Arrowhead-Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.05 | — |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairy | 3.97 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.73 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.19 | 3.72 |
| N. J. Milk Products Co. | 3.91 | 3.83 |
| Parks Dairies | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | — | 3.69 |
| Trenton Dairy | — | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

"Mother, will college boys go to heaven?"

"Yes, son, but they won't like it there."

—Pelican

Prices 4% Milk, Mar. and April

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during March and April, 1944.

| Handler | Plant Location | Location Differential | Mar. Price | Apr. Price | Handler | Plant Location | Location Differential | Mar. Price | Apr. Price |
|----------------------------|-----------------------|-----------------------|------------|------------|--------------------------|--------------------|-----------------------|------------|------------|
| Market Average | f. o. b. Philadelphia | — | \$3.890 | \$3.828 | Rosenberger's Dairies | Hatfield, Pa. | .13 | 3.768 | 3.752 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.940 | \$3.890 | Schillinger's Dairies | Philadelphia, Pa. | — | 3.923 | 3.942 |
| " " | Curryville, Pa. | .339 | 3.571 | 3.521 | Schmidt, J. Edward & Son | Huntingdon Valley | .09 | 4.112 | 3.932 |
| " " | Easton, Md. | .283 | 3.627 | 3.577 | Scott-Powell Dairies | Philadelphia, Pa. | — | 3.877 | 3.883 |
| " " | Goshen, Pa. | .241 | 3.669 | 3.619 | " " | Ardmore, Pa. | — | 3.877 | 3.883 |
| " " | Oxford, Pa. | .227 | 3.683 | 3.633 | " " | Clayton, Del. | .241 | 3.606 | 3.612 |
| " " | Port Allegheny, Pa. | .416 | 3.476 | 3.444 | " " | Fairdale, Pa. | .318 | 3.529 | 3.535 |
| " " | Spring Creek, Pa. | .451 | 3.441 | 3.409 | " " | New Holland, Pa. | .234 | 3.613 | 3.619 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.954 | 3.979 | " " | Snow Hill, Md. | .304 | 3.543 | 3.549 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.952 | 3.956 | Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.619 | 3.369 |
| Barlow, A. C. & Son | Glen Mills, Pa. | .11 | 3.841 | 3.839 | " " | Center Port, Pa. | .248 | 3.341 | 3.091 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | .22 | 3.762 | 3.739 | Suburban Dairies | Manoa, Pa. | — | 4.052 | 4.048 |
| Bergdoll's, John C. Dairy | Boothwyn, Pa. | .09 | 3.885 | 3.735 | Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.930 | 3.822 |
| Booth, Chas. T. | Chester, Pa. | .07 | 3.773 | 3.693 | " " | Bedford, Pa. | .332 | 3.568 | 3.460 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.966 | 3.884 | " " | Chambersburg, Pa. | .297 | 3.603 | 3.545 |
| " " | Richlandtown, Pa. | .227 | 3.709 | 3.627 | " " | Hagerstown, Md. | .304 | 3.596 | 3.538 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | .07 | 4.034 | 3.982 | " " | Harrington, Del. | .262 | 3.638 | 3.530 |
| Brown's Dairy | Glenside, Pa. | .07 | 3.907 | 3.905 | " " | Huntingdon, Pa. | .332 | 3.568 | 3.460 |
| Buck's Co. Farms Dairies | Morrisville, Pa. | .22 | 3.645 | 3.648 | " " | Leaman Place, Pa. | .234 | 3.666 | 3.558 |
| Buehlers Dairy | Willow Grove, Pa. | .07 | 3.998 | 3.946 | " " | Lewistown, Pa. | .311 | 3.589 | 3.481 |
| Clover Crest Dairy Farm | Newtown, Pa. | .13 | — | 3.811 | " " | Mercersburg, Pa. | .311 | 3.589 | 3.481 |
| Cooklyn Milk Co. | Goldsboro, Md. | .262 | 3.538 | 3.415 | " " | Mt. Pleasant, Del. | .227 | 3.673 | 3.565 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.928 | 3.955 | " " | Princess Anne, Md. | .297 | 3.603 | 3.495 |
| Crystle, Wm. H., Dairy | Chester, Pa. | .07 | 3.789 | 3.761 | " " | Townsend, Del. | .234 | 3.666 | 3.558 |
| Darlington Bros. | Darling, Pa. | .09 | 3.934 | 3.932 | " " | Worton, Md. | .255 | 3.645 | 3.537 |
| Deger's Dairy | Mont Clare, Pa. | .13 | 3.855 | 3.764 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.862 | 3.852 |
| Dietrich's Dairy | Reading, Pa. | .234 | 3.593 | 3.588 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.834 | 3.778 |
| Engel Dairy | Philadelphia, Pa. | — | 4.010 | 3.996 | Taylor's Dairy | Jenkintown, Pa. | — | 4.082 | 3.980 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.867 | 3.740 | Turner & Wescott | Glenroy, Pa. | .234 | 3.598 | 3.522 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.858 | 3.869 | Walnut Farms Dairy | Philadelphia, Pa. | — | 4.002 | 3.884 |
| Gailey Ice Cream Co. | Delta, Pa. | .248 | 3.636 | 3.590 | Warners Dairy | Berwyn, Pa. | .09 | 3.876 | 3.838 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | .13 | 3.653 | 3.625 | Wawa Dairy Farm | Wawa, Pa. | .09 | 3.769 | 3.713 |
| Gardenville Farm Dairies | Doylestown, Pa. | .11 | 3.945 | 3.918 | Willow Ridge Farm | Hatboro, Pa. | .09 | 3.885 | 3.852 |
| Gaynor, Hyland L. | Boothwyn, Pa. | .09 | 3.850 | 3.898 | Wilmer Dairies | Conshohocken, Pa. | .07 | 3.830 | 3.816 |
| Gorman Dairies | Newtown, Sq., Pa. | .07 | 3.961 | 3.793 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.939 | 3.765 |
| Greentree Creamery Ass'n. | Obelisk, Pa. | .22 | 3.671 | 3.633 | Witchwood Dairy | Spring House, Pa. | .11 | 3.941 | 3.910 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.019 | 3.934 | | | | | |
| Grubbs Dairies | Media, Pa. | .07 | 3.955 | 3.883 | | | | | |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.945 | 3.900 | | | | | |
| Hansell, A. R. | Mainland, Pa. | .11 | 3.824 | 3.798 | | | | | |
| Harbison's Dairies | Philadelphia, Pa. | — | 3.912 | 3.847 | | | | | |
| " " | Brandtsville, Pa. | .276 | 3.606 | 3.541 | | | | | |
| " " | Byers, Pa. | .22 | 3.662 | 3.597 | | | | | |
| " " | Carlisle, Pa. | .276 | 3.606 | 3.541 | | | | | |
| " " | Hurlock, Md. | .283 | 3.599 | 3.534 | | | | | |
| " " | Massey, Md. | .241 | 3.641 | 3.576 | | | | | |
| " " | Millville, Pa. | .332 | 3.550 | 3.485 | | | | | |
| " " | Sudlersville, Md. | .248 | 3.634 | 3.569 | | | | | |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.867 | 3.774 | | | | | |
| Hershey Creamery Co. | Boiling Springs, Pa. | .276 | 3.561 | 3.468 | | | | | |
| " " | Biglerville, Pa. | .283 | 3.425 | 2.872 | | | | | |
| " " | York Springs, Pa. | .276 | 3.432 | 2.879 | | | | | |
| Hill Crest Farms | Eddington, Pa. | .09 | 3.983 | 3.670 | | | | | |
| Holiday Dairy | Norristown, Pa. | .11 | 3.858 | 3.842 | | | | | |
| Homestead Guernsey Farm | Chester Heights, Pa. | .11 | 3.905 | 3.765 | | | | | |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.990 | 3.902 | | | | | |
| Individual Dairies | Philadelphia, Pa. | — | 4.023 | 3.929 | | | | | |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | .09 | 3.952 | 3.903 | | | | | |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 3.969 | 3.874 | | | | | |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | .07 | 3.798 | 3.629 | | | | | |
| Lehigh Valley Farmers | Allentown, Pa. | .234 | 3.944 | 3.894 | | | | | |
| Marmer, John | Bryn Mawr, Pa. | .09 | 3.871 | 3.860 | | | | | |
| Marshall, T. Forest | Linwood, Pa. | .09 | 3.800 | 3.742 | | | | | |
| Martin Century Farms | Lansdale, Pa. | .11 | 3.849 | 3.793 | | | | | |
| Meyers Dairies | Ambler, Pa. | .09 | 3.839 | 3.793 | | | | | |
| Miller-Flounders Dairy | Chester, Pa. | .07 | 3.939 | 3.857 | | | | | |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 4.038 | 3.991 | | | | | |
| Mont-Berk Dairy Co. | Boyetown, Pa. | .227 | 3.616 | 3.623 | | | | | |
| Nelson Dairies | Norristown, Pa. | .09 | 3.857 | 3.765 | | | | | |
| Oakes Dairy Farm | Chadds Ford, Pa. | .11 | 3.894 | 3.918 | | | | | |
| Oakland Farms | Fairview Village, Pa. | .11 | 3.783 | 3.681 | | | | | |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.735 | 3.740 | | | | | |
| Penn-Reed Milk Co. | Belleville, Pa. | .318 | 3.407 | 3.375 | | | | | |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.939 | 3.814 | | | | | |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.926 | 3.915 | | | | | |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

| MARKET SUMMARY | | | |
|---|----------------|----------------|----------------|
| | Apr. '43 | Mar. '44 | Apr. '44 |
| Class I price, 4% milk | \$3.920 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 2.983 | 3.277 | 3.204 |
| Weighted Average Price | 3.681 | 3.890 | 3.828 |
| Class I, pounds | 66,417,706 | 67,625,511 | 64,907,213 |
| Class II, pounds | 15,279,439 | 10,730,650 | 16,848,907 |
| Total pounds | 81,697,145 | 78,356,161 | 81,756,120 |
| Class I, percent | 81.30 | 86.31 | 79.39 |
| Class II, percent | 18.70 | 13.69 | 20.61 |
| Average butterfat test, % | 3.9033 | 3.9566 | 3.9079 |
| Number of producers | 9,571 | 9,518 | 9,469 |
| Value, 4% basis, | | | |
| f.o.b. Philadelphia | \$3,007,194.59 | \$3,047,718.88 | \$3,129,894.00 |
| *—A blend of \$3.70, April 1-11 and of \$4.05, April 12-30. | | | |

ROUND TRIP DOLLAR

Money invested in war bonds goes to win the Axis and then comes home to work the farm. Start it on its way—today!

Secondary Markets

Trenton

Market conditions in the Trenton area remain rather quiet. Although there has been a slight increase in production, there is nothing serious developing at present. The Castanea Dairy is paying fluid price for 100 percent of production in April, which is gratifying to farmers.

Cows are still very high, selling for \$275 to \$300, and quality not too good at that. It is next to impossible to get a man to work on a dairy farm and, when a man is found, the chances are that he may be independent and inefficient.

Hay is very high in price and of poor quality. Feed is high in price and quality is questionable. It has been impossible to get some brands. Pastures are looking good but the season is late.

Lancaster

Milk plant investigations and butterfat check testing have been completed over the entire Lancaster market in recent weeks. Special check-ups are available to members when they feel that the facts justify such service and this will be taken care of upon getting in touch with the market manager.

A sharp increase in production has occurred in recent weeks and, in spite of fewer producers, total milk supply is in excess of dealers' sales quotas.

A meeting late in April, attended by local buyers, an Inter-State representative and Dr. J. A. Gamble of the War Food Administration, developed plans for the diversion of that milk in excess of local needs to manufacturing channels. About 150 cans daily are being handled in this manner, with a peak of 300 cans anticipated.

No further word has been heard regarding the contemplated hearing on Marketing Order 27 for the New York market.

Farm Show Meetings January 9-11, 1945

According to present indications it again will be impossible to hold the usual type of agricultural show in the Pennsylvania Farm Show Building next winter. Even so, farm organizations of the State will hold a series of meetings at Harrisburg during what is known as Farm Show Week.

The dates set by the Farm Show Commission for these meetings are Tuesday, Wednesday and Thursday, January 9-11. The schedule for the meetings is being worked out by the Commission and the program for each meeting by the officers of each organization which will hold a session. The meetings will provide for the discussion of topics of current and war-time problems faced by our farm people.

Problems of Agriculture Will Be Probed

Nationally known speakers will present the problems of industry and labor in relation to those faced by farmers, at the conference on broad problems of agriculture to be held at the Pennsylvania State College, June 5 and 6. Delegates to the annual meeting of the Pennsylvania Association of Cooperatives, which will meet at State College the following day, will be interested in attending this conference.

The opening session on Monday afternoon, June 5, will be devoted to objectives for the postwar period. M. J. Bickel, chairman, Postwar Planning, Carrier Corporation, Syracuse, N. Y., will present the goals of industrialists for this period. Raymond Walsh, director of economic research, CIO, Washington, D. C., will represent labor with a similar discussion, and Quentin Reynolds, general manager, Eastern States Farmers' Exchange, will outline the position which agriculture hopes to maintain when wartime demands for all kinds of products subside.

The role of government in the postwar period will be the subject of a talk by M. P. Catherwood, commissioner of commerce of New York State, at the evening meeting. A panel discussion of this topic will follow.

World relations in agriculture will be discussed by J. Clyde Marquis, former delegate to the International Institute of Agriculture, Rome, Italy, the next day. Other notable addresses will include one by Irving Fisher, professor of economics, Yale University, on "How Shall We Pay the Bills," and one by F. L. Thomson, Division of Marketing and Transportation Research, USDA, on "Postwar Demands for Agricultural Products."

How the practicing farmer will fit into the coming American way of life will be summed up in six 5-minute talks by farm leaders. Similarly, the spirit of the conference will be expressed in a discussion of what individuals and groups can do to ease the problems of the postwar period, by P. J. Kruse, professor of rural education, Cornell University.

Report of the Field and Test Department, Inter- State Milk Producer's Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during April, 1944.

| | April |
|-------------------------------|-------|
| Farm Calls..... | 1155 |
| Non-Farm Calls..... | 185 |
| Butterfat Tests..... | 2682 |
| Plants Investigated..... | 52 |
| Herd Samples Tested..... | 278 |
| Brom Thymol Tests..... | 505 |
| Microscopic Tests..... | 137 |
| Membership Solicitations..... | 430 |
| New Members Signed..... | 90 |
| Meetings..... | 27 |
| Attendance..... | 1230 |

A Fly Knock-Out Drop

It appears that a new fly repellent is on the way. A recent issue of Business Week reports on an insecticide known as "DDT," short for dichloro-diphenyl-trichloro-ethane. In discussing this, Business Week says that DDT "not only puts fleas, flies, and other pests out of commission at the time of spraying, but leaves an invisible deposit on walls and ceilings which remains highly toxic to flies for four or five months—meaning that one spraying will virtually flyproof the interior of a building for an entire fly season."

Two Locust Broods Will Appear in 1944-45

The 17-year locusts will make their appearance in certain sections of Pennsylvania in late May of this year, according to the Pennsylvania Department of Agriculture. The principal infestation this year will be in Franklin, Adams and Cumberland counties. This infestation is known as Brood I.

Brood II of the periodic cicada (scientific name for the so-called 17-year locust) will appear in 1945 in much of southeastern Pennsylvania, including Berks, Bucks, Chester, Delaware, Lancaster, Montgomery and Philadelphia counties.

For sixteen years these insects live under ground, feeding on juices from the roots of plants and trees. With the coming of the seventeenth year they move to the surface and swarm to the tender twigs of trees, where slits are cut into the bark and eggs laid. This eventually weakens the twigs so that they break off, thus affecting the vigor of the tree and, in the case of fruit, the extent of the fruit crop.

Baldheaded people are usually diplomatic, says a doctor. You'll have to admit they're pretty smooth. —*Kitchener Record*

Dairy Council Communiques

Circulation Department

JUST before beginning this monthly report to you on the state of things in general, idle curiosity prompted us to see what the Dairy Council page had to offer a year ago. We found that it carried a reprint of one of the letters in our "Dear Herb" series—a monthly service which we had just started in order to furnish a contact with industrial plants and business houses. You may remember that the series took the form of letters from "a guy named Joe" to his friend Herb, and presented a goodly amount of nutritional information made quite painless by Joe's breezy style.

We thought you might like to know that Joe and Herb have been making friends by the thousands. During the past year the series has gained in popularity—and, resultantly, in circulation—and each month new subscribers to the service are added to our mailing list. A quick look at the record shows that we are now supplying copy to 42 different organizations, with a combined circulation among employees of over 150,000. Some use the mimeographed sheets which we furnish for bulletin boards and cafeteria tables, while others include the material in their regularly published house organs.

Incidentally, the above figures apply only to local coverage. Each month copy is sent to the National Dairy Council, and from there is distributed nationally. Total circulation—over a million.

Things have been happening to Joe in the meantime. A few months ago, he suddenly found himself a member of the Marines Corps, and his recent letters have been postmarked Parris Island. His amusing experiences in boot training are now providing the framework on which to build a serious message to his ever-increasing circle of friends. In the words of Joe himself, after undergoing a terrifying dental inspection (see illustration)—"Well, Herb, I guess using mail-order molars is better than just gumming your goulash. But believe me, I wouldn't trade those pints of milk I packed in my lunch box every day when I was working back at the plant for all the bridgework on Parris Island."

Research Department

With Child Health Week occupying a prominent place in current community life, your reporter set



One of the John Bailey cartoons illustrating the Dairy Council's "Dear Herb" series. The dental equipment belongs to the Marine Corps, and the worried expression to "Joe," whose letters to his friend are read monthly by a million other Joes—and Josephines.

about learning something of its nature and scope. Not that the Dairy Council is unfamiliar with the movement, for we have been cooperating in its observance for these many years. But that same old idle curiosity led us into a search for more facts regarding this annual event—such as, for instance, its origin.

It seems that it all started when whoever was President of the United States in 1928 issued a Proclamation naming May 1 as Child Health Day. Since one day doesn't allow much time for observing anything, especially so complex a matter as child health, the affair soon lengthened out into National Child Health Week. And so, each year during the first week in May, emphasis is placed on this vital problem and the activities of the various agencies concerned with it are spotlighted.

Local observance, we learned, is directed from the offices of the Community Crusade, a coordinating agency for the United War Chest, and this year included conducted tours through various day nurseries, clinics and health centers. Considerable printed material has also been distributed, this phase being handled by the Philadelphia Child Health Society. We dropped in on both groups for a chat—and while we hadn't come asking for it, accepted in behalf of the Dairy Council their thanks for our help in making the observance effective through our additional contacts with mothers' groups and health centers.

The Philadelphia Child Health Society acts as a clearing house for all sorts of material relating to child welfare from many sources—mainly medical and educational—and while there our roving eye noted with pride that among the displayed pieces Dairy Council posters and booklets were numerous and predominate. We left feeling that we were making a worth while contribution to an equally worth while project, and decided that whoever was President of the United

States in 1928 had had a mighty good idea.

But we couldn't help remarking to ourself that whoever was president of the Dairy Council in 1921 had the idea first—except that instead of setting aside a Child Health Day—or Week—he proclaimed that, until further notice, beginning each January 1 the Dairy Council would observe—Child Health Year.

War Department

About time, we think, to report on the doings of one Robert C. McKinley, who, last December left the Dairy Council staff to don the regimentals of the Marine Corps. It was a long step, both geographically and otherwise, from the speaking platform to the drill field, but Bob managed it with good grace and fine spirit.

When last heard from, Marine McKinley had survived the awesome ordeal of boot training, and was receiving specialized combat training in the classification section of a unit now being formed at Cherry Point, N. C. It seems that before very long he will be on his way to those far off places where fully trained leathernecks are congregating for important business.

From what we hear, you really have to be able to take it to come out of Marine training in a vertical position. Bob has been going around for years preaching the doctrine that "milk makes the man"—he is now having the opportunity to give a practical demonstration! More power to him, say we, and the best of luck.

He was dug out of the wreck and carried to the nearest doctor's office.

Doctor: "Can I do anything for him? I'm a veterinary surgeon."

Casualty: "That's all right, doc. I'm a jackass to think I could do fifty on those tires."

A cynic remarks that the fellow who coined the term "marriage altar" must have been an Englishman who dropped his H's.

Co-Op Leaders Outline to WFA Head Wartime Production Program

SOME of the basic facts concerning business life were presented to War Food Administrator Marvin Jones by the directors and other leaders of the National Cooperative Milk Producers' Federation in a conference held April 27. This conference followed a special meeting of the directors of the Federation, at which the directors and other dairy cooperative leaders reviewed and adopted a report by a special committee of economists called into action by the Federation.

This report showed that changes in income per hundredweight of whole milk are now lagging on a national average basis of 27 cents behind cost changes since January, 1941. The report also revealed that milk production costs have been advancing at the rate of 5.5 cents per hundredweight per month since January, 1941. If this trend continues, costs can be expected to be about 60 cents per hundredweight greater in March, 1945, than now. This would mean a total advance of costs above price changes of 87 cents per hundredweight on all whole milk from January, 1941, to April, 1945.

The report showed that for the past 20 years marked increases in milk production have attended profitable conditions in dairying and that production falls rapidly when total costs are high relative to prices.

Further recommendations would provide that:

1. Returns to producers should be maintained at their April levels until August 1, after which sharp rises should be made effective to cover the increased costs.

2. The payment for butterfat should be increased in order to check the rapid production declines in butter-producing areas and to bring these producers' returns in line with other producers.

3. A dependable dairy income program at least 12 months in advance, with seasonal differentials, should be maintained as long as the government is controlling the prices of dairy products.

4. Regional and commodity differentials which kept a balance in dairy income in normal times should be maintained whenever possible.

These recommendations of the Federation would require an estimated increase of about \$600,000,000 per year in the income of dairy farmers. Should the government decree that this increase, if paid, would be by means of subsidies, it would make the total annual milk

subsidy payments about \$1,150,000,000.

The committee which prepared the report consisted of **W. P. Cotton**, Federation economist; **Dr. C. W. Pierce**, associate professor of agricultural economics, Pennsylvania State College; **G. J. Wightman**, statistician of the Dairymen's League; **R. H. Rawlins**, economist of the Maryland and Virginia Milk Producers' Association, and **C. W. Swonger**, economist of New England Milk Producers' Association.

Sound Business Philosophy Found in Nation's Farm Leadership

MANY people do not understand the true philosophy of farmer cooperatives. One of the most concise and well-written comments on this appeared recently under the heading "A 'Way of Life' Based on the Co-op Warp and Woof," which appeared in a recent issue of "Better Crops With Plant Food."

The writer of this article, **Jeff McDermid**, says in part:

"Last month a prominent and successful capitalist of my town came to me with fretful and disturbing ideas, asking everyone with any remote opinions on it what the future might bring in the way of evolution in business conduct.

"Are we facing a cooperative state, a communistic commonwealth, a dose of Fascism, or a socialistic era?" was his dilemma

"From my long association with old-line cooperative leaders in this country, I have evolved a theory about this which may or may not begin to answer this man's fears and forebodings

"Just two points in my estimation fix the attitude of agricultural co-ops toward the problem my capitalistic friend presents. See if you agree with me.

"First, organized farmers and individuals making up the membership control of big and little co-ops of all kinds are deadly enemies of two things directly related to the radical movements he outlines, that is, farm thinkers oppose depriving individuals and business groups of full control of private property. No greater stronghold of private capitalism exists than among the rural class on the whole.

"Further, farm leaders are overwhelmingly against any movement which is dominated and motivated by political machines.

Farm Help Available Through City's Schools

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Stage of lactation: The trend in variation during the lactation period is rated as rather uniform. (The seasonal climatic factor also might have a bearing on test during the lactation period. Ed.) Prof. Stoltz rates test in second month as 95.6% of first month; third month at 97.9% followed by gradual increase to as high as 118% by the eleventh month.

Day by day milking: Variation may be quite drastic. The difference in average test of a herd is usually rather small in the case of large herds.

First and last drawn milk: The first streams of milk are normally low in test, while the strippings are rich in fat. This is a very significant factor to watch.

Completeness of milking: It naturally follows that if a cow is not completely milked, the test will be lower than when all strippings are included.

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Treatment of cows: Cows prefer gentlemen, and reflect that temperamental characteristic in amount of milk and test.

Excitement: Somewhat in line with above. Best not to have strangers around at milking time nor permit anybody or anything to disturb the cow's "peace of mind."

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Drought: Reported as liable to cause tests to jump or drop. Certainly, droughts have an effect on flow of milk.

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Scientists Get a Surprise, "Cheap" Food Fats Kill Calves

SCIENTISTS are convinced that there is a mysterious something about butterfat which makes it a more valuable food than any other fat or oil. Striking evidence of this superiority of butterfat was revealed in some experiments at the University of Minnesota, in which a cheaper means of raising calves was being sought.

In these experiments, which were carefully checked as to scientific procedure, some calves were fed whole milk of 3.5 percent butterfat; others were fed skim milk homogenized with 3.5 percent butter oil; while still other groups of calves were fed skim milk homogenized with 3.5 percent fat or oil obtained from lard, tallow, coconut oil, corn oil, cottonseed oil and soybean oil. Vitamins A and D were added to the vegetable oil diets normally lacking those qualities.

Typical of impartial scientific tests, that for which the scientists searched was not found, but other, and possibly more vital, information was revealed. The facts were that many of the calves on diets containing corn oil, cottonseed oil and soybean oil died at ages ranging from 26 to 170 days. A number of other calves receiving the same diets staged astonishing recoveries when they were switched to whole milk after they had become so weak they couldn't stand.

During the same tests it was revealed that still other calves fed on skim milk with practically no butterfat left in it thrived under conditions which were otherwise the same.

The experiments are being continued, this time standardizing all the products so as to contain two percent of butterfat and two percent cottonseed oil. The later

in 1943 was 639 members in 34 different counties, and prospects indicate an increased enrollment in 1944. The clubs are open to boys and girls between the ages of 10 and 20, this work being supervised by the county extension agents and state 4-H club leaders under the direction of A. L. Baker.

The nine winners named above were each awarded a \$25.00 war bond in recognition of their achievements. Funds for these bonds were provided by Inter-State Milk Producers' Cooperative, the Pittsburgh District Dairy Council and the Dairyman's League Cooperative Association.

experiment is being confined, at this stage, to only one of the fats and oils previously used, as the results from the various non-dairy fats and oils were very similar.

The experiment has not yet revealed a cheaper way to raise calves, but it is in a fair way toward revealing an answer to the profit-hungry oleomargarine crowd that would wreck the dairy industry and perhaps jeopardize the health of a good part of our population in order to sell their product.

Funds for this research program are being provided by the American Dairy Association, which is financed by several million dairy farmers of the Midwest and far West. The research is under the direct supervision of **Dr. T. W. Gullickson and F. C. Fountaine**, of the dairy husbandry department at the University of Minnesota.

Cooperative Membership Increased In 1943

Membership in cooperatives was increased by a quarter-million in 1943 over 1942, according to a Farm Credit Administration report. Total membership of farm cooperatives in the country, this report states, was estimated at 3,850,000 in 1943.

This increased membership, plus a general increase in agricultural price levels, accounted for a record dollar volume of business of \$3,780,000,000, a gain of 31 percent in 1943 over 1942.

The number of active associations was 10,450, a decline of 100 from the previous year.

To avoid trouble and insure safety, breathe through your nose. It keeps the mouth shut.

Turn Cows Dry Properly and Protect Udder Health

The method used to dry up cows and the way the animals are fed during the dry period often has a direct bearing on udder health during the following lactation, says **Dr. George E. Taylor**, extension dairyman at Rutgers University.

The best way of turning a cow dry is to reduce the amount of feed and, when necessary, limit the amount of water and simply stop milking. Dr. Taylor believes in milking a cow at this time only if the udder becomes overdistended; then, if milking is necessary, milking the udder out competely dry.

"Sometimes cows are milked intermittently or milked incompletely, gradually removing less and less milk, but these methods of turning a cow dry create a condition in the udder favorable for germ growth," Dr. Taylor warns. "If the cow is dried up properly, the milk in the udder undergoes changes in the process so that in time it closely resembles blood serum, thus tending to suppress germ growth."

The extension dairyman also recommends that dry cows be fed all of the good quality roughage they will eat and given grain according to their condition. Most cows can use up to six or eight pounds of

grain daily to advantage, but he says that grain feeding should be reduced and corn silage limited one week prior to freshening to avoid undue swelling and congestion of the udder at time of freshening.

"A dry period of six to eight weeks is important," Dr. Taylor says. "It not only gives the cow a chance to build up her body reserves for the following lactation, but it also prevents secretion of colostrum milk which the calf needs to help ward off digestive upsets, scours and pneumonia."

Penna. Leads in Guernseys

Pennsylvania leads the country in Guernsey population, according to a report of **Karl B. Musser**, secretary of the American Guernsey Cattle Club at the annual meeting of that organization. Following in order after Pennsylvania are Wisconsin, Ohio and New York.

His report states that 72,521 purebred Guernseys were registered during the past year, as compared with a rate of 15,000 annually 25 years ago.

There's a limit to almost everything. Some people are making such thorough preparations for rainy days that they aren't enjoying today's sunshine.

Spring Jersey Day Sale Monday, May 29—12:30 P. M. McDonogh School, McDonogh, Md.

35 COWS: 25 Fresh or Close Springers—10 Due before Sept. 1.

15 BRED HEIFERS—The Right Sort—Due before Sept. 1.

5 OPEN HEIFERS and Heifer Calves.

3 Good Young Bulls Richly Bred from Record Dams.

We believe this to be the first Jersey Consignment Sale held in Maryland. The Breeders have generously consigned some of their best.

12 of the Breed's Great Sires Represented We Cordially Invite You

All Herds T.B. Accredited and Bang's Certified—Several Vaccinated.

Buyers met in Baltimore upon request—Call Pikesville 305

Mail Bids to Sale Manager Carefully Handled—Lunch at Sale

For Catalogs Write

Howard C. Barker, Sale Manager
Bel Air, Md.

CROSS OUT WASTE!

Sanitize milk utensils
with

B-K
CHLORINE BACTERICIDE

IMPORTANT!

Don't waste milk...keep bacteria count low. Sanitize utensils the B-K way today...and every day...to help increase your percentage of high quality milk.

Dept. IM, B-K Division
PENNSYLVANIA SALT
MANUFACTURING COMPANY
1000 Widener Building, Philadelphia 7, Pa.

Dairy Chemicals

Standard, approved DISINFECTANTS, SOAPS, CLEANSERS, GERMICIDES, INSECTICIDES, DETERGENTS, Etc.
Order in BARRELS & DRUMS from
BRAM CHEMICAL COMPANY
2107 W. Erie Ave., PHILA. 40, PENNA.

ANNOUNCING AN ATTRACTION

A Holstein Opportunity!

We invite you to attend the Roland R. MacKenzie Sale

Wednesday, May 31—12 Noon

Rock Springs Farm, Rockville, Md.

Farm half way between Norbeck and Rockville—15 Miles West of Washington, D. C. — Lunch At Sale

71 16 Purebred Jerseys 71
55 Purebred Holsteins

Selling are 46 Cows (36 Holsteins—10 Jerseys) 22 fresh since February—Balance due before Nov. Only three 8 yrs. old (none over)—23 four and five year olds—18 calves to breeding age—5 bulls (4 Holsteins—1 Jersey).

SALE FEATURES

1. HILLSBORO VALDESSA CHIEF and his 11 fine daughters—calves to breeding age. He is bred for high test from a dam with a Life-Time Record over 100,000 lbs. milk at 10 yrs. 2X.
2. Daughter of "Admiral"—7 of his get Dunloggin Dispersal averaged \$2382.
3. Daughter of Dunloggin Standard—5 daughters and 1 son averaged \$1875.
4. A 5 year old daughter of McDonogh Lieutenant (Proved)—Seven 2 yr. old daughters avg. 520 Fat—All tests higher than dams.

T. B. Accredited

Bang's Certified

Catalogs at Ringside

Sale Manager
Howard C. Barker,
Bel Air, Maryland

Auctioneer
Emmert Bowlus
Frederick, Md.



This cactus, grown on the Itneyer farm near Hagerstown, Md., is only five years old but has reached a height of 8½ feet. The picture was sent in by Mildred Itneyer.

Co-Op Leaders Outline to WFA Head Wartime Production Program

SOME of the basic facts concerning business life were presented to War Food Administrator Marvin Jones by the directors and other leaders of the National Cooperative Milk Producers' Federation in a conference held April 27. This conference followed a special meeting of the directors of the Federation, at which the directors and other dairy cooperative leaders reviewed and adopted a report by a special committee of economists called into action by the Federation.

This report showed that changes in income per hundredweight of whole milk are now lagging on a national average basis of 27 cents behind cost changes since January, 1941. The report also revealed that milk production costs have been advancing at the rate of 5.5 cents per hundredweight per month since January, 1941. If this trend continues, costs can be expected to be about 60 cents per hundredweight greater in March, 1945, than now. This would mean a total advance of costs above price changes of 87 cents per hundredweight on all whole milk from January, 1941, to April, 1945.

The report showed that for the past 20 years marked increases in milk production have attended profitable conditions in dairying and that production falls rapidly when total costs are high relative to prices.

Further recommendations would provide that:

1. Returns to producers should be maintained at their April levels until August 1, after which sharp rises should be made effective to cover the increased costs.

2. The payment for butterfat should be increased in order to check the rapid production declines in butter-producing areas and to bring these producers' returns in line with other producers.

3. A dependable dairy income program at least 12 months in advance, with seasonal differentials, should be maintained as long as the government is controlling the prices of dairy products.

4. Regional and commodity differentials which kept a balance in dairy income in normal times should be maintained whenever possible.

These recommendations of the Federation would require an estimated increase of about \$600,000,000 per year in the income of dairy farmers. Should the government decree that this increase, if paid, would be by means of subsidies, it would make the total annual milk

subsidy payments about \$1,150,000,000.

The committee which prepared the report consisted of W. P. Cotton, Federation economist; Dr. C. W. Pierce, associate professor of agricultural economics, Pennsylvania State College; G. J. Wightman, statistician of the Dairyman's League; R. H. Rawlins, economist of the Maryland and Virginia Milk Producers' Association, and C. W. Swonger, economist of New England Milk Producers' Association.

Sound Business Philosophy Found in Nation's Farm Leadership

MANY people do not understand the true philosophy of farmer cooperatives. One of the most concise and well-written comments on this appeared recently under the heading "A 'Way of Life' Based on the Co-op Warp and Woof," which appeared in a recent issue of "Better Crops With Plant Food."

The writer of this article, Jeff McDermid, says in part:

"Last month a prominent and successful capitalist of my town came to me with fretful and disturbing ideas, asking everyone with any remote opinions on it what the future might bring in the way of evolution in business conduct.

"Are we facing a cooperative state, a communistic commonwealth, a dose of Fascism, or a socialistic era?" was his dilemma

"From my long association with old-line cooperative leaders in this country, I have evolved a theory about this which may or may not begin to answer this man's fears and forebodings

"Just two points in my estimation fix the attitude of agricultural co-ops toward the problem my capitalistic friend presents. See if you agree with me.

"First, organized farmers and individuals making up the membership control of big and little co-ops of all kinds are deadly enemies of two things directly related to the radical movements he outlines, that is, farm thinkers oppose depriving individuals and business groups of full control of private property. No greater stronghold of private capitalism exists than among the rural class on the whole.

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The nine winners named above were each awarded a \$25.00 war bond in recognition of their achievements. Funds for these bonds were provided by Inter-State Milk Producers' Cooperative, the Pittsburgh District Dairy Council and the Dairymen's League Cooperative Association.

experiment is being confined, at this stage, to only one of the fats and oils previously used, as the results from the various non-dairy fats and oils were very similar.

The experiment has not yet revealed a cheaper way to raise calves, but it is in a fair way toward revealing an answer to the profit-hungry oleomargarine crowd that would wreck the dairy industry and perhaps jeopardize the health of a good part of our population in order to sell their product.

Funds for this research program are being provided by the American Dairy Association, which is financed by several million dairy farmers of the Midwest and far West. The research is under the direct supervision of **Dr. T. W. Gullickson and F. C. Fountaine**, of the dairy husbandry department at the University of Minnesota.

Cooperative Membership Increased In 1943

Membership in cooperatives was increased by a quarter-million in 1943 over 1942, according to a Farm Credit Administration report. Total membership of farm cooperatives in the country, this report states, was estimated at 3,850,000 in 1943.

This increased membership, plus a general increase in agricultural price levels, accounted for a record dollar volume of business of \$3,780,000,000, a gain of 31 percent in 1943 over 1942.

The number of active associations was 10,450, a decline of 100 from the previous year.

To avoid trouble and insure safety, breathe through your nose. It keeps the mouth shut.

Turn Cows Dry Properly and Protect Udder Health

The method used to dry up cows and the way the animals are fed during the dry period often has a direct bearing on udder health during the following lactation, says **Dr. George E. Taylor**, extension dairyman at Rutgers University.

The best way of turning a cow dry is to reduce the amount of feed and, when necessary, limit the amount of water and simply stop milking. Dr. Taylor believes in milking a cow at this time only if the udder becomes overdistended; then, if milking is necessary, milking the udder out competely dry.

"Sometimes cows are milked intermittently or milked incompletely, gradually removing less and less milk, but these methods of turning a cow dry create a condition in the udder favorable for germ growth," Dr. Taylor warns. "If the cow is dried up properly, the milk in the udder undergoes changes in the process so that in time it closely resembles blood serum, thus tending to suppress germ growth."

The extension dairyman also recommends that dry cows be fed all of the good quality roughage they will eat and given grain according to their condition. Most cows can use up to six or eight pounds of

grain daily to advantage, but he says that grain feeding should be reduced and corn silage limited one week prior to freshening to avoid undue swelling and congestion of the udder at time of freshening.

"A dry period of six to eight weeks is important," Dr. Taylor says. "It not only gives the cow a chance to build up her body reserves for the following lactation, but it also prevents secretion of colostrum milk which the calf needs to help ward off digestive upsets, scours and pneumonia."

Penna. Leads in Guernseys

Pennsylvania leads the country in Guernsey population, according to a report of **Karl B. Musser**, secretary of the American Guernsey Cattle Club at the annual meeting of that organization. Following in order after Pennsylvania are Wisconsin, Ohio and New York.

His report states that 72,521 purebred Guernseys were registered during the past year, as compared with a rate of 15,000 annually 25 years ago.

There's a limit to almost everything. Some people are making such thorough preparations for rainy days that they aren't enjoying today's sunshine.

CROSS OUT WASTE!

Sanitize milk utensils

with

B-K

CHLORINE BACTERICIDE

IMPORTANT!

Don't waste milk...keep bacteria count low. Sanitize utensils the B-K way today...and every day...to help increase your percentage of high quality milk.



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MANUFACTURING COMPANY

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Dairy Chemicals

Standard, approved DISINFECTANTS, SOAPS, CLEANSERS, GERMICIDES, INSECTICIDES, DETERGENTS, Etc.

Order in BARRELS & DRUMS from
BRAM CHEMICAL COMPANY
2107 W. Erie Ave., PHILA. 40, PENNA.

Spring Jersey Day Sale

Monday, May 29—12:30 P. M.

McDonogh School, McDonogh, Md.

35 COWS: 25 Fresh or Close Springers—10 Due before Sept. 1.

15 BRED HEIFERS—The Right Sort—Due before Sept. 1.

5 OPEN HEIFERS and Heifer Calves.

3 Good Young Bulls Richly Bred from Record Dams.

We believe this to be the first Jersey Consignment Sale held in Maryland. The Breeders have generously consigned some of their best.

12 of the Breed's

Great Sires

Represented

We

Cordially Invite

You

All Herds T.B. Accredited and Bang's Certified—Several Vaccinated.

Buyers met in Baltimore upon request—Call Pikesville 305

Mail Bids to Sale Manager Carefully Handled—Lunch at Sale

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Howard C. Barker, Sale Manager
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A Holstein Opportunity!

We invite you to attend the Roland R. MacKenzie Sale

Wednesday, May 31—12 Noon

Rock Springs Farm, Rockville, Md.

Farm half way between Norbeck and Rockville—15 Miles West of Washington, D. C. —Lunch At Sale

71 16 Purebred Jerseys 71
55 Purebred Holsteins

Selling are 46 Cows (36 Holsteins—10 Jerseys) 22 fresh since February—Balance due before Nov. Only three 8 yrs. old (none over)—23 four and five year olds—18 calves to breeding age—5 bulls (4 Holsteins—1 Jersey).

SALE FEATURES

1. HILLSBORO VALDESSA CHIEF and his 11 fine daughters—calves to breeding age. He is bred for high test from a dam with a Life-Time Record over 100,000 lbs. milk at 10 yrs. 2X.
2. Daughter of "Admiral"—7 of his get Dunloggin Dispersal averaged \$2382.
3. Daughter of Dunloggin Standard—5 daughters and 1 son averaged \$1875.
4. A 5 year old daughter of McDonogh Lieutenant (Proved)—Seven 2 yr. old daughters avg. 520 Fat—All tests higher than dams.

T. B. Accredited

Bang's Certified

Catalogs at Ringside

Sale Manager
Howard C. Barker,
Bel Air, Maryland

Auctioneer
EmmertBowlus
Frederick, Md.



This cactus, grown on the Itneyer farm near Hagerstown, Md., is only five years old but has reached a height of 8½ feet. The picture was sent in by Mildred Itneyer.

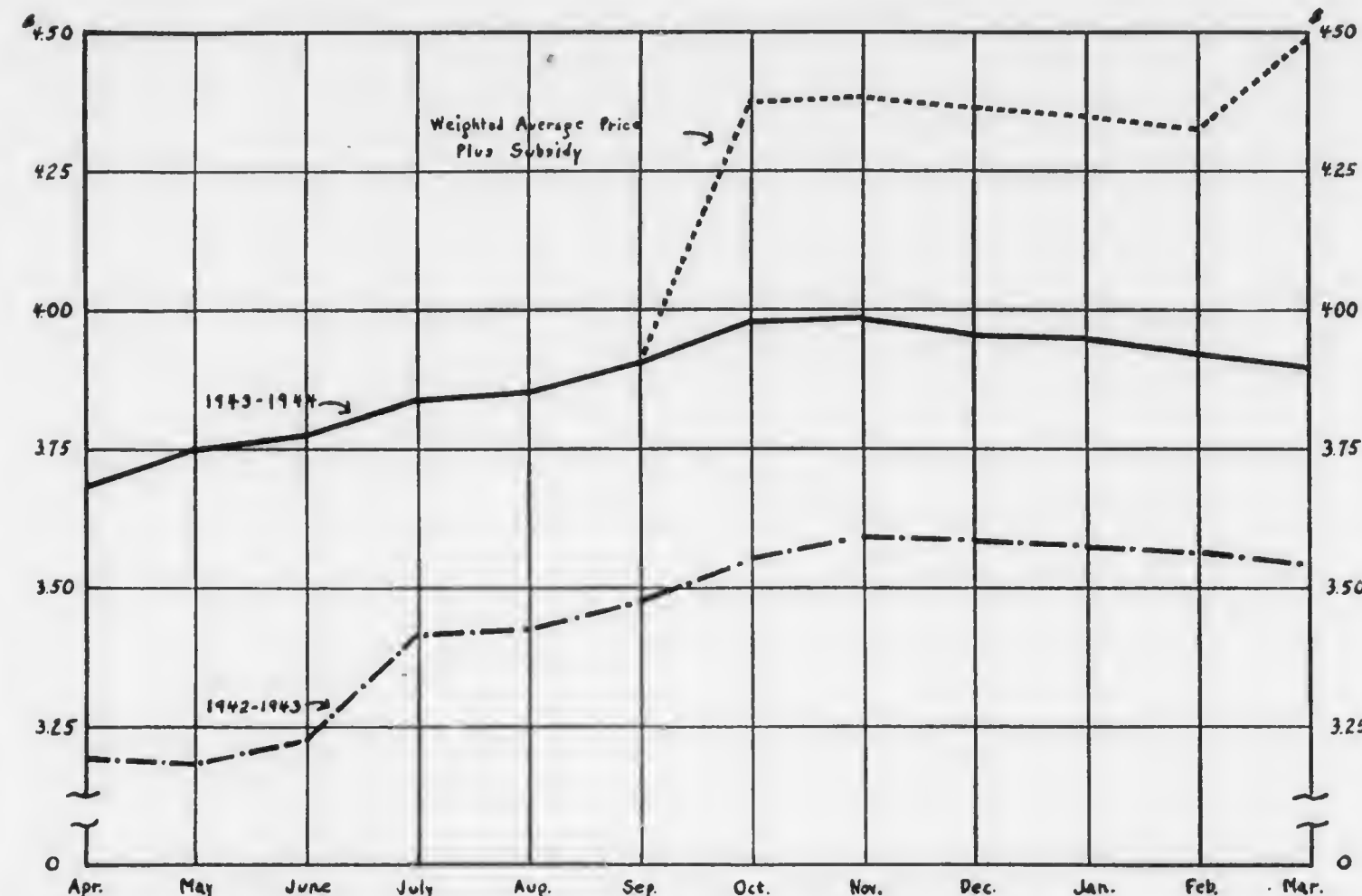
Production Seasonally Higher

PRICES paid producers for milk, f.o.b. Philadelphia, are pictured by the chart on this page. This shows the weighted average return for milk during the first two years of operation under the Federal Milk Marketing Order for Philadelphia.

Prices since April, 1942, have ranged from a low point of \$3.181 in May, 1942, to a high point of \$3.985 in November, 1943. But in addition to the weighted average price, since October, 1943, producers in Pennsylvania, Delaware and Maryland who applied for the Federal milk subsidy received a maximum which would average \$4.49 under the 60-cent subsidy during March, 1944. This represents a rise of 41.2 percent from May, 1942, to March, 1944; a period of 22 months.

For purposes of comparison, one may refer to a series of weighted average prices paid f.o.b. Philadelphia since January, 1921, published in the REVIEW for January, 1943. These figures, based on prices paid by a varying group of dealers reporting to Inter-State, are comparable to the f.o.b. city price published by the Market Administrator. They show that during the ten years from late 1931 until late 1941 there was no time when the average price, f.o.b. Philadelphia, exceeded \$3.00 per hundredweight. Likewise, there was no time during the period 1921-1942 when the price exceeded \$4.00, although it came very near that figure in 1929.

Milk production in the Philadelphia area shows signs of an early flush which probably will reach rather large proportions. The delivery per dairy per day of 5,000 herds shipping to Philadelphia reported by the USDA showed a rapid gain during April, running not only above the corresponding figures for 1943, but also above 1942. These production figures, issued weekly were 2.5 to 4.0 percent above similar figures a year earlier. It is estimated, therefore, that total April production for the Philadelphia area this year was at least 2 percent above last year. The average daily delivery from the 5,000 herds on which the USDA report is based was 327 pounds during the week ending April 29, 1944, compared with 314 pounds one year earlier and 326 pounds two years earlier. The War Food Administration predicts a small increase in total U. S. milk production during 1944, compared with 1943. Total 1943 production was 118.2 billion pounds, whereas total 1944 production is expected to



Weighted Average Price Per Cwt. for 4 Percent Milk—Philadelphia Marketing Area, Including Subsidy Paid in Pennsylvania, Delaware and Maryland. —Source: Federal Milk Market Administrator.

be approximately 118.5 billion pounds.

Utilization of the flush season supply during May and June is encouraged by amendments of the War Food Administration quotas affecting fluid cream, by-products and ice cream. Milk dealers may, during these months, utilize as much milk in fluid cream and by-products as was used during June, 1943, whereas the quota program prior to May limited dealers to 75 percent of their sales of cream and by-products during June, 1943. A relaxation of ice cream restrictions also was made effective for these two months under which ice cream manufacturers may utilize 75 percent as much milk solids in ice cream as they did during the corresponding months in 1942, rather than being limited to 65 percent as they have been since the WFA ice cream limitation became effective.

Production of creamery butter continues on a low level compared with last year, the report for the week ending April 27 indicating only 85 percent as much butter manufactured in that week as during the corresponding week a year earlier. In spite of the low level of production, however, the War Food Administration has announced a monthly allotment of butter for civilian use of 145,000,000 pounds during May, 1944, compared with 135,000,000 pounds during May last year. This allocation of supply was made in conjunction with a reduction of the ration points required for butter from 16 to 12 points during May. At the same time, farm butter points were reduced from 12 to 8

per pound while red points for oleomargarine were cut from 6 to 4 per pound. The May allotment of 145,000,000 pounds includes 33,000,000 pounds of farm butter, or 23 percent of the total. April 1 storage stocks of butter totalled 82,038,000 pounds compared with 16,676,000 pounds, April 1, 1943, and American cheese stocks of 121 million pounds were double last year's April 1 figure.

Government "set-aside" requirements for creamery butter have been fixed at 40 percent of production during May and 50 percent during June. The set-aside order for cheddar cheese provides 60 percent during both May and June.

Production of dry skimmilk for human consumption, estimated in the USDA Evaporated, Condensed and Dried Milk Report, at 28,900,000 pounds during February and 47,750,000 pounds during March, was the highest on record for those months. Dry skimmilk for animal feed amounted to only 950,000 pounds during March, which was a decrease of 57 percent compared with March, 1943.

The wife had been put on the budget plan. At the end of each month she and her husband would go over the accounts together. Every once in a while he would find an item, "L.O.K., \$3," and a little further on, "L.O.K., \$6." Finally he said, "My dear, what is this—'L.O.K.'?"

"Lord Only Knows," she replied.

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department. Your advertisement should reach us by the 10th of the month.

FOR SALE: John Deere eight-foot tractor binder, nearly new, Paul V. Twining, Princess Anne, Md.

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For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

FOR SALE:—Pure-bred Guernsey Bull, year old May 30, 1944. Sire—Sherwood Forest Flash, Dam—May King's Gippy Lady, grandson of Coronation Potentate A. R., who sold for \$4550. Coronation Potentate is half-brother to Green Meadow Peerless, dam from World's Fair herd. Dr. R. B. Flunberger, 9th Ave., Collegeville, Pa.

AYRSHIRE AUCTION

The entire Glen Foerd Herd (Founded 25 yrs. ago) of 84 registered Ayrshires will be dispersed Wed., June 7 at 12:30 P.M. at Glen Foerd Farm, Torresdale, Pa., located 15 mi. east of Phila. Turn east off Route 1 on Grant Ave. Herd is T.B. and Bang's Acc'd. Six World's Records made at this farm. For Catalog Write—Ayrshire Sales Service, Box 10, Brandon, Vt.

Meeting Calendar

May 23—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
June 5 & 6—Conference on rural problems—Pennsylvania State College, State College, Pa.
June 7—Annual meeting, Pennsylvania Council of Cooperative Organizations—Pennsylvania State College, State College, Pa.
June 13—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
June 20—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

Calf Pens Essential In All Dairy Barns

Many dairy barns fail to provide places to keep young calves and, as a result, many calves are forced to lie on wet, dirty floors, becoming chilled and often dying of pneumonia, says J. C. Nageotte, Assistant Professor of Dairy Husbandry Extension, Pennsylvania State College. Too many dairymen tie calves behind the cows or in feed alleys, or even under the stairways.

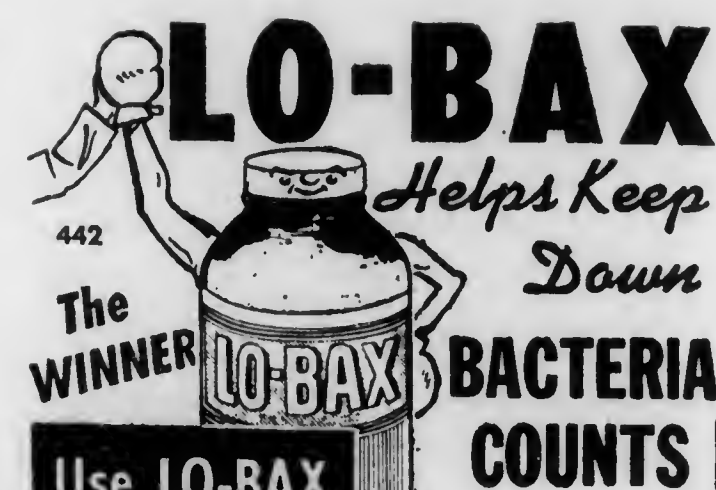
Every dairy barn should be equipped with a convenient calf pen for each calf, equipped with hay rack, feedbox, clean water and slatted floor, and located close to the cow, he says.

Soybeans Should Be Profitable To Grow

Soybeans should be a profitable crop this year, according to C. S. Garrison, extension agronomist at Rutgers University. He points out that the usefulness of this crop on the farm and in industry, and the government's increased support price make it a good investment.

"Soybeans can be used for pasture, silage, hay, or grain," Garrison says. "Soybean hay is equal to red clover or alfalfa hay in feeding value if cut at the proper time, and when the oil is pressed from the beans, the meal which remains contains about 44 per cent protein, a valuable protein feed."

"Chief is a good grain variety for central and south Jersey and suitable for hay throughout the State," Garrison says. "It gives high yields, is non-shattering and stands well until combining. Granger is a short season bean recommended for grain in north Jersey or to follow wheat or winter barley in central or south Jersey. Both varieties are yellow and have a high oil content. In order to get the best results with either variety, be sure to buy state certified seed."



Use LO-BAX To Sanitize

- MILK PAILS
- MILK CANS
- UTENSILS
- MILKING MACHINE PARTS
- SEPARATOR UNITS and other Dairy Items

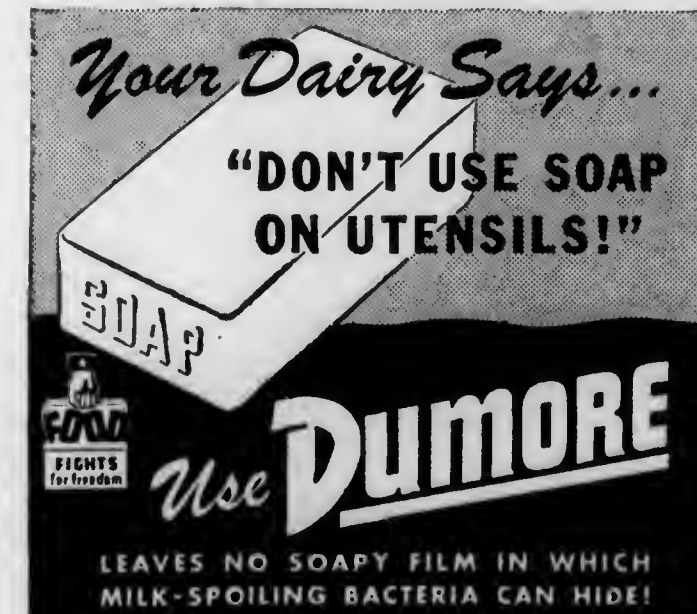
Lo-Bax is especially made for dairymen. It is "a winner" wherever milk is produced and processed.

Quick Facts About Lo-Bax

1. Kills germs almost instantly.
2. Dissolves quickly in hard or soft water—hot or cold.
3. Makes clear solutions for rinsing or immersing dairy utensils.
4. Contains 50% available chlorine.
5. Retains its full strength.
6. Economical—one bottle (28-oz. size) makes 1050 gallons of dairy rinse solution at a cost of 1/7 of a cent per gallon or less.

If your dealer does not have Lo-Bax, write us

THE MATHIESON ALKALI WORKS, Inc.
60 EAST 42nd STREET • NEW YORK 17, N. Y.



Soap often leaves a greasy film on utensils that provides an ideal hiding place for milk-spoiling bacteria. DUMORE, a soap-less cleaner specially made for washing dairy utensils, leaves no film or scale even in hard water. Vigorously attacks milk fat and stubborn dirt. Rinses quickly, completely. Economical to use. Softens hard water. Safe for hands as well as utensils. Ask your Hauler to bring you a supply. The Diversey Corporation, Chicago 4.

FOR DISINFECTING UTENSILS USE DIVERSEY

Milking Machine Must Be Cleaned Methodically

Definite routine and organization of the job must be followed to keep milking machines clean and sanitary. Use of proper equipment and good dairy washing compounds are essential, says **I. E. Parkin**, Assistant Professor of Dairy Husbandry Extension, Pennsylvania State College.

Steps to follow in the cleansing routine are: rinse machine thoroughly and immediately after use with lukewarm water; dismantle machine and wash all parts thoroughly with proper brushes, in hot alkaline solution, then rinse with hot water and store dry. Always chlorinate before use, he urges.

Proper Use of Pasture Is Management Problem

Good pastures which have been well fertilized and managed are ready to graze when the grass is 4 to 5 inches high. Untreated pastures will not be ready until three weeks to a month later, says **Fred V. Grau**, extension agronomist at Pennsylvania State College. In wet weather, the good sods will hold the animals better without punching it full of holes.

Pastures kept under control by heavy grazing during the flush growth period in May and June will encourage the clover and will provide feed higher in protein. When the grass gets too big, the clover is smothered. Fertilized grass grows faster and requires more careful management to keep under control, he points out.

For dairy cattle, pastures should be clipped when bluegrass starts to head out. Fields that get too big before grazing may be mowed for grass silage or hay.

It Pays to Know

No matter how fine your dairy stock may be, it can't produce at its best for you unless each cow calves every 12 or 13 months. And the best way to see that they do this, according to **E. J. Perry**, Rutgers University's extension dairyman, is to tack up a breeding record sheet in some prominent spot in the barn, jot down dates of calving and other necessary data and let the sheet dictate your breeding program. Such sheets are available free at county agents' offices.

A woman when launching her first ship was a little nervous. She turned to the shipyard manager, standing beside her, and asked: "How hard do I have to hit it to knock it into the water?"



"Oh, stings! Here is your death!"

Why do dairymen think so highly of Gulf Livestock Spray?

Because it kills...

... flies, mosquitoes, gnats, lice, ticks, and many other insects quickly by contact. Thus it is ideal for use in the barn to help quiet your cows at milking time. Safe to spray twice a day.

Because it repels...

... stable and horn flies, mosquitoes and gnats. It evaporates slowly so its effectiveness is prolonged to help provide needed relief from insect annoyance when your cows are in pasture.

As a result...

... Gulf Livestock Spray gives you a convenient, economical, and time-tested method of fighting many insects that can seriously reduce the milk production of your herd. For best results, follow simple directions on the container.

Gulf Livestock Spray is made from the finest ingredients obtainable, and is still sold on our guarantee of *satisfaction or your money back!* Order today for early delivery. Now readily available and for sale at feed stores, milk companies, and Gulf stations.



LIVESTOCK SPRAY

to kill and repel Axis insects—buy War Bonds

NO INCREASE IN PRICES

1-Gal. Containers \$1.19
2-Gal. Cans \$1.93
5-Gal. Usable Pails \$4.75

Also in 55-Gal. drums

There is plenty of milk right now but we can expect another shortage next fall and early winter. Make your plans now to get production then.

INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PROCESSORS ASSOCIATION
Vol. XXV Philadelphia 8, Pa., June, 1944

Get your cows ready for fall
There is no greater service you

No. 2



Photo by Lambert

Going to the Mail Box

Milking Machine Must Be Cleaned Methodically

Definite routine and organization

It is not surprising to find that for May milk likely will be lower than it was last month. The average May price for 4 percent milk f.o.b. Philadelphia was \$3.776. This is 5.2 cents below the April price of \$3.828 which, in turn, was 6.2 cents below March.

Last November the average f.o.b. price here in Philadelphia was \$3.985, which was only 6.5 cents less than the Class I price of \$4.05 per hundred, which is also the OPA ceiling price. The drop from November to May, then, exclusive of subsidy, was 20.9 cents a hundred on all of your milk.

That is nearly half a cent a quart.

With all the talk about making more milk to win the war there may be a number of you who will not understand how this happened, even though your total milk check for May is larger than November. Here is what took place.

During last November the average herd of cows supplying this market got down in production to 215 pounds a day, according to the Market Administrator's official report. If you multiply that by 9450 which was about the total number of herds supplying Philadelphia with milk, each day of that month producers were supplying about 2,031,000 pounds of milk to the Philadelphia market. And in November, practically all of it was sold for Class I. But Philadelphia buyers were still short of the milk necessary for bottled purposes here in the city, and, in order to get the milk to take care of their customers, they were having to go out of this milk shed for milk, paying big premiums over the Class I price.

This May, however, these same herds produced an average of 322 pounds a day or a daily total of around 3,043,000 pounds. In other words, every day during May producers sent to the Philadelphia buyers 1,012,000 more pounds, or 470,000 more quarts, of milk than they did each day during the short month last fall.

That is why the price went down. The consumers in Philadelphia just can't use 470,000 more quarts of fluid milk a day in May than they do in November. The 470,000 quarts a day went into Class II.

Figures from another official source, which issues its reports weekly, reveal that the approximately 5,000 herds covered in that report averaged 236 pounds daily the second week of November but in the week ending June 3 had jumped their average production to 394 pounds a day—an extra 158 pounds a day from each farm. That is 167 pounds at the high point for every 100 pounds at the low point.

Nor did the sales quotas fixed by Food Order 79 interfere. As a matter of fact the Class I sales last June, which was the base month for the Philadelphia quotas, have not been equalled in the market as a whole during any month since Food Order 79 became effective.

Indeed, Food Order 79 and the Surplus Committees which are set up in connection with it and working in conjunction with Mr. Wm.

Sadler, the Market Administrator, have done a great deal toward keeping all this milk moving this spring. Tank load after tank load of milk has been transferred to the condensery at Greensboro. At least one dealer to my knowledge has moved every bit of his milk from one Eastern Shore station to the condensery all spring, in order that he might take in all of his producers' milk. This condensery has been running 24 hours a day to use up this tremendous flush of milk. Our fieldmen know these things to be facts.

However, by close cooperation, all of this milk has been used either for fluid purposes or in some form in which it will help us win the war, and producers have received not less than the Class II price for all of this diverted milk even though in many cases the buyers lost around 50 cents a hundredweight in the transfer.

These buyers are not in the habit of losing 50 cents a hundredweight on any milk. Two things caused them to do it this spring. First, they want to hold their supplies for next fall when milk may be even more scarce than it was last fall. Second, they have sons in the war just as you have and have the same interest in seeing Hitler and Tojo defeated.

But when this war is over we milk producers either are going to supply our milk more evenly throughout the year then we are doing now—or we are going to take a licking. These buyers who bought milk outside the shed last fall, at a premium, will take on these supplies for the full twelve months instead of only six, in order that they may have it when they need it and save the premium. And, if that happens, our Class I percentage will go down throughout the year.

Mr. Warner and Miss Schultz who make it their business to study these trends in the Philadelphia market, have prepared a chart which shows two things quite graphically: First, the difference between the fall and spring production during the last year, and, second, the fact that this difference is growing wider. If this difference is not narrowed, we are going to have a real post-war headache in this market.

This chart is on page 14 of this Review. Please study it carefully and read the story that goes with it.

It seems to me that the most important thing you, as a milk producer, can do is to get your milk production lined up so that your herd doesn't fall off like the average herd did last November. Don't forget that, after August, your subsidy will be 70 cents instead of 45 cents (in New Jersey, 80 cents instead of 55.) That is a flat increase of 25 cents on all of your milk. Whether we like subsidy or not, if we take it, our milk from September on will bring us 25 cents more a hundred than it does this summer, plus the increase that will result from a higher percentage of Class I.

I know that it is too late now to talk about breeding our cows to come fresh this fall, but there are some things we can do. We can dry

off the back springers and get them in the best possible condition for fall freshening. We can feed lightly through June.

Most important, we can make our plans now to keep our cows in good condition during July, August and September, when they usually start to get thin if on grass alone. Once they get down they will use up most of their feed in October, November and December getting back into shape, and will be producing from January on, instead of putting milk in the pail this fall when it will be sorely needed.

Start now to get your cows ready for fall production. There is no greater service you can do your country, yourself, and the consumers who depend on you for their milk.

And it is the best post-war plan you can possibly make!

Yours,

O. H. Hoffman

Farmers Need Co-Op Strength To Achieve Economic Equality

RISE to defend American farmers against "certain business and financial interests" that would deny them the right to use their producer-owned and producer-controlled co-operatives on a cost-of-doing-business basis, the National Council of Farmer Cooperatives has issued a statement declaring that the present attack on farmer cooperatives will strike home to three out of every five farm operators in America.

"Farmers set up these cooperatives because they needed them," the statement said in citing the benefits of farmer co-ops. "They use them to provide services they need to carry on their farming operations—services that in most cases would not be practical for the individual farmer to provide for himself on his own farm."

Pointing out that individual farming is a small business—the average member of a farm cooperative requiring the services of his organization to the extent of less than \$1,000 a year—the statement charged that "these interests, operating as they are behind a false front, would take from farmers the right to join with their neighbors to provide themselves on a sound basis with the services they need."

"Such an attack threatens free enterprise at a time when two opposing and contradicting philosophies are under test in America," the statement continued, explaining that, whereas the older and traditional philosophy called for exercise of the individual's own strength, initiative and industry, the newer looks to the national government to solve problems, meet emergencies, and regulate the individual's economic life.

"Without some means of mobilizing their economic strength," the

statement read, "farmers will become either the serf of other interests or a ward of the government."

"If he lands in either direction, free enterprise in the United States will be dealt a staggering blow. The very foundation of our economic life rests on the ownership and operation of land by the maximum number of freeholders."

The statement pointed to the fact that in American agriculture, the producer-owned and producer-controlled cooperative has been developed as a vitally important means by which the farmer, working with his neighbors, preserves and exercises his right of free enterprise. "Certainly," it added, "if farmers are denied the privileges of co-operative endeavor because of the opposition of selfish financial and business interests, there can be no common ground for cooperation between the farmers of the country, and finance, industry and commerce. This is a fact which business men everywhere should ponder."

Citing the fact that there are 6,000,000 farms in America and that the average farm is rather a small producing unit with only

87 tillable acres, the Council statement further said: "Although farms as a whole are the important producers of basic wealth, the average farm is a family-sized business. Yet the individual farmer has the same problems of buying and processing and selling that the big corporations have—and without their concentration of money and facilities."

The statement said that in order to enable the "individual family farm operator to cope with the advantages in capital, trained personnel, and research facilities of the other great industries of the country, the United States and all the states in the union have passed laws that permit organization and operation of producer-owned and producer-controlled cooperative associations by farmers on a cost basis. At the same time, the legislative bodies of the country have imposed certain conditions which safeguard both the farmer and the public from the misuse of cooperatives."

A tire is about worn out when the air begins to show through.

Visitor: "What a beautiful view this is!"

Farmer: "Maybe. But if you had to plow that view, harrow it, cultivate it, hoe it, mow it, fence it, and pay taxes on it, it wouldn't look so pretty."



The fact that riding five on a horse makes it a little crowded doesn't seem to bother these children. Miss Alma Stoltzfus, Atglen, Pa., sent the picture.

INTER-STATE MILK PRODUCERS REVIEW

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1943-44
1. A. K. Rothenberger, Worcester, Pa.
2. *Frederick Shangle, Trenton, N. J., R. 2
3. Wm. H. Holloway, Newark, Md.
4. J. W. Keith, Centerville, Md.
5. H. K. Martin, Goodville, Pa.
6. F. H. Martin, Jr., General Manager
7. Harris B. McDowell, Jr., Middletown, Del.
8. J. Lawson Crothers, North East, Md.
9. E. M. Crowl, Oxford, Pa.
10. W. H. Jump, Houston, Del.
11. H. B. Stewart, Huntingdon, Pa., R. 1
12. *Howard W. Wickersham, Kelton, Pa.
13. C. G. Niesley, Mechanicsburg, Pa., R.D.
14. Jos. S. Briggs, Yardley, Pa.
15. John Carvel Sutton, Kennedyville, Md.
16. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
17. Coy E. Mearkle, Everett, Pa., R. 3
18. A. R. Marvel, Easton, Md.
19. Frank C. Pettit, Woodstown, N. J.
20. *B. H. Welty, Waynesboro, Pa., R. 4
21. Geo. A. Lonerger, McConellsburg, Pa.
22. Geo. A. Lonerger, McConellsburg, Pa.
Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee

FIELD DEPARTMENT

C. E. Cowan, Lancaster, Pa., Asst. Director
C. Reynolds, Denton, Md., Asst. Director
E. P. Bechtel, Collegeville, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomeville, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
Louis F. Toney, Easton, Md.
D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 190.
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 8372.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Slight Change in Order Effective for Two Months

A slight modification in one section of milk marketing order 61, for the Philadelphia market, has been ordered as an emergency measure by **Thomas J. Flavin**, assistant to the War Food Administrator. This change suspends, as they apply to milk handled during May and June, certain provisions in Section 3 of the order relative to milk moved to plants not covered by the order.

The effect of this revision is to ease the requirements on surplus milk supplies moved into plants that handle milk primarily for manufacturing purposes.

New Rule Gives Farmers Higher Priority Rating

A new WPB ruling will make it easier for farmers to get supplies needed for farm operations, according to word received by the N. J. Agricultural Extension Service.

A May 6 amendment to Priorities Regulation 19 lists approximately 300 items of farm supplies on which dealers are required to give farmers preference upon written certification by the farmer that the supplies covered by the order are needed immediately, will be used in the operation of a farm, and are not for household purposes.

A farmer may use this certificate at a repair shop to get a priority on the use of its equipment in repairing his farm equipment.

If a farmer wishes to use a certificate to buy more than \$50 worth at one time of any item on the list, he must first get it approved in writing by the County Farm Rationing Committee.

The list of the 300 items is on file at the office of the county agricultural agent.

ADA Plans Bigger Peacetime Dairy Outlet

The American Dairy Association recently created a post-war planning committee for broad and general guidance of the ADA's business program to help dairy farmers meet the prospect of surpluses and price crashes after the war.

The committee, of which **A. H. Lauterbach**, former general manager of Inter-State, is a member, will be instrumental in co-ordinating all activities involved in the ADA's program of aggressive, nation-wide advertising and research aimed at building post-war markets at least large enough to overcome the surplus of 10 to 15 billion pounds of milk annually, which is widely feared when the government halts heavy wartime purchases.

The ADA is now supported by dairymen in 18 states, with Colorado, Idaho, Oklahoma and Utah being the most recent additions to the list. The producers of Arkansas, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Montana, Nebraska, North and South Dakota, Washington and Wisconsin had previously made regular contributions to the ADA promotion program.

It is reported, also, that milk producers of Ohio, Oregon and West Virginia are now actively organizing for this purpose and may be joining ADA in time to add their weight to the 1944 program. Considerable interest is also indicated in California, Kentucky, Tennessee and Texas.

MILK PRODUCERS REVIEW

Many favorable comments have been heard from dairy leaders and the press. Typical was the following statement carried in Hoard's Dairyman:

"A program under which dairy farmers, of their own volition and initiative, set out to strengthen their own business undertakings, under their own plans and with funds which they provide, is greatly to be commended . . . the American Dairy Association program deserves the support of all dairy farmers now and in the future."

Personal Glimpses

Four heifer calves within one year have been produced by a purebred Holstein cow, Breezy Glen Korndyke Frances, owned by **Warren L. Eby**, Gordonville, Pa. Twin heifers were born April 16, 1943, and another pair of twins on April 8, 1944. All of these calves are being raised.

Wm. A. Frew, Paradise, Pa., has been elected to the Golden Guernsey Advisory Council.

Among the delegates to the annual convention of the Holstein-Friesian Association of America, held recently in Columbus, Ohio, were **Earl L. Groff**, Strasburg, Pa.; **Joseph O. Canby**, Hulmeville, Pa.; **Geo. M. Hunsberger**, Plumsteadville, Pa., and **Wm. E. Reed** of Winterthur Farms, Delaware. **Earl Tull**, Seaford, Del., was alternate to Wm. E. Reed.

Having completed a one week course on artificial insemination at Cornell University, **Frank R. Derrick**, Muncy, Pa., is now qualified to be an inseminator in a cooperative breeding association.

Martin, Rutgers Dean, Receives Honorary Degree

Dr. William H. Martin, dean and director of the New Jersey College of Agriculture and Experiment Station at Rutgers University, was presented with an honorary Doctor of Science degree by his alma mater, the University of Maine, early in June. The degree was conferred in recognition of Dr. Martin's "splendid achievements in the fields of education and science."

Except for two years of service in the air force during the first World War, Dr. Martin has been with Rutgers continuously since being graduated from the University of Maine in 1914. Previous to becoming dean in 1939 he was head of the plant pathology department.

"My baby is the living image of me."

"What do you care, so long as he's healthy."



Left to right:
Frank A. Wangler
Tracy O. Fling
John Raab
Phillip Alampi

Woodstown School Observes 25th Vo-Ag Anniversary

A quarter-century of teaching has been completed in the vocational agriculture department of the Woodstown, N. J., High School. A banquet and meeting commemorating this anniversary was held by the Woodstown chapter of the FFA at the Woodstown Grange Hall early in May. This event was combined with the annual parent and son banquet of this FFA chapter.

The present instructor in vocational agriculture at Woodstown is **Phillip Alampi**, who has held the position since 1935. The first teacher was **Frank Wangler** (1918-22), who came from Wilmington to attend the banquet. Following him was **Tracy O. Fling** (1922-30), who came from Fairfield, Ohio, for the event. **John Raab**, now of Sussex, N. J., was the instructor from 1930 to 1935.

The high point in enrollment was in 1939, when 77 students were enrolled in agricultural courses and supervised practice work. Twenty-nine of these were in the class of 1940, of whom 19 were graduated.

The Woodstown chapter of FFA is now headed by **Edward C. Flitcraft** as president, who is also president of the New Jersey State FFA. Edward extended greetings to the guests at the anniversary dinner, with **Arthur L. Waddington**, vice president of the Pilesgrove Board of Education, responding for the parents. Mr. Alampi introduced the guests, who included, in addition to the previous instructors, **Professor H. O. Sampson**, Supervisor of Agricultural Education in New Jersey, **Professor E. V. Bearer** and **Professor O. E. Kiser**, who are associated with him.

The Product Is Now "Non-Fat Dry Milk Solids"

The American Dry Milk Institute has determined that hereafter it will use the term "nonfat dry milk solids," in all of its labels, literature and printed material referring to the

product previously known as dry skimmilk, powdered skimmilk, and by other names which, under regulations of the Federal Security Agency, were required to include the words "skimmilk" or "skimmed milk."

This terminology had long been protested by the Dry Milk Institute and through an act passed by Congress and approved March 6, 1944, either the terms "nonfat dry milk solids" or "defatted milk solids" could be used as a name for this product.

The Review will endeavor to use the newly-approved terminology hereafter in any reference to this dairy product. We may revert to the old title now and then through force of habit but shall endeavor to say "non-fat dry milk solids" when that is what we mean.

Mylo Downey Maryland's New 4-H Boys' Club Agent

Appointment of **Mylo S. Downey** as State 4-H Boys' Club Agent was announced recently. He had been acting in that capacity since the retirement of **E. G. Jenkins** a few months ago.

Mr. Downey is a native of Washington county, where he was raised on a general dairy farm. Starting as a 4-H club member, he became a club leader in 1920 and has been associated with that line of work ever since.

May and June Subsidies Will Be Paid in July

Announcement has been made that the "feed payments" to be made to producers, sometimes called producer subsidies and other times consumer subsidies, for milk marketed during May and June will be paid at one time in July.

It is our understanding that applications for these payments must be made on or before July 31, and, as usual, will require presentation of evidence that the amount of milk set forth in the application has actually been placed upon the mar-

ket. The pay slips received with the milk checks will usually suffice for this purpose.

Applications are made to the county committee in the county where the farm is located and the application must be made and signed by the person in whose name the milk is shipped and the milk check issued.

Fire an Invasion Shot Buy More Bonds

The fifth War Loan Drive runs from June 12 through July 8. The Treasury Department points out that taxes are providing less than one-third of the money required to keep the war going—and, although none of us wants to see the war continue, we must and will see it through to the finish. The goal for the Fifth War Loan is 16 billion dollars, 6 billion of which are to come from bond sales to individuals, which is slightly over the amount purchased by individuals in the fourth drive.

The invasion has started—our boys are in there fighting—and no job will be too big, no danger too great for those men who are fighting to protect America and our way of life and to liberate the conquered peoples of Europe. This doesn't mean that the war is won—it has really just started, as far as actual invasion of the continent is concerned, and there will be a need for great amounts of supplies, equipment and food.

We, as farmers, are doing all we can do to produce food in sufficient quantities to feed our armed services, our civilian population and help relieve some of the suffering peoples in other lands.

But, that is not enough. We have another job—and that is to help in the purchase of the supplies and equipment, which we can do through the purchase of bonds. Let's all put forth a special effort in this drive—do just a little better than we did in other drives—and really back the attack.

Looking at it from another point of view—although this is called a War Loan, isn't it a sort of "peace loan" too—a loan which we'll get back in peacetime? Most of us have experienced the inconvenience of needing something for our home or business that can't be obtained now.

The manufacture and production of many peace-time necessities have been curtailed due to conversion to war-time production. But, the money we save now will come in mighty handy to buy the things we need when the war is won.

Let's buy all the bonds we can—and in that way help win the war and be prepared to enjoy the peace.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Apr.-May | Class II Apr. | Class II May | Class III Apr. | Class III May |
|-----------------------|-------------|------------------|---------------|--------------|----------------|---------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.272 | \$3.212 | \$2.581 | \$2.584 |
| Altoona | 9 | 3.70 | 3.173 | 3.117 | 2.521 | 2.526 |
| Huntingdon-Tyrone | 10-2 | 3.45 | 3.173 | 3.117 | 2.521 | 2.526 |
| State Wide | 11 | 3.50 | 3.173 | 3.117 | 2.521 | 2.526 |
| Lancaster | 14 | 3.73 | 3.192 | 3.135 | 2.521 | 2.526 |
| Reading | 15 | 3.70 | 3.192 | 3.135 | 2.521 | 2.526 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| April | I | IA | II | III | "A" Bonus |
|------------------------------|-------|----|-------|------|-----------|
| Blue Hen Farms | 85 | x | 15 | x | 70 |
| Clover Dairy Company | 88.53 | x | 11.47 | x | 86.39 |
| Cream Top Dairy | 93 | 0 | 0 | 7 | — |
| Eachus Dairy | 88 | 0 | 12 | 0 | — |
| Everett Milk & Ice Cream Co. | 49.02 | 0 | 43.70 | 7.28 | — |
| Hoffman's | 61 | 8 | 31 | 0 | — |
| Penn Cress Ice Cream Co. | 55 | 0 | 45 | 0 | — |

| May | I | IA | II | III | "A" Bonus |
|----------------------|--------|----|--------|-----|-----------|
| Clover Dairy Company | 80 | x | 20 | x | 81.35 |
| Fraim's Dairy | 86.713 | x | 13.287 | x | 88 |

| April | I | IA | II | III | "A" Bonus |
|---------------------------|----|----|----|-----|-----------|
| Arrowhead Shoemaker Dairy | 96 | x | 4 | x | — |

| May | I | IA | II | III | "A" Bonus |
|----------------|-----|----|----|-----|-----------|
| Castanea Dairy | 100 | x | — | x | 100 |
| Scott-Powell | 100 | x | — | x | 100 |

Prices Paid for 4% Milk

| April | Location | Area | Price |
|-----------------------------|-------------------|-------|---------|
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | \$3.825 |
| Blue Hen Farms | Wilmington, Del. | — | 3.80 |
| Clover Dairy Company | Wilmington, Del. | — | 3.83 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.65 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.78 |
| Everett Ice Cream Co. | Everett, Pa. | 10,22 | 3.32 |
| Hershey Creamery Co. (1-15) | Greencastle, Pa. | — | 3.65 |
| Hoffman's | Altoona, Pa. | 9 | 3.51 |
| Lancaster Milk Company | Lancaster Market | 14 | 3.70 |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.46 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.60 |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.53 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 |
| Sylvan View Dairy | Lancaster, Pa. | 14 | 3.60 |
| Tri County Dairy | Honey Brook, Pa. | 1A | 3.65 |
| Chas. G. Waple Dairies | Tyrone, Pa. | 10,22 | 3.40 |
| Western Maryland Dairy | Rising Sun, Md. | — | 3.67 |

Feed Price Summary for May, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| Ingredients | May 1944 (\$ per T.) | April 1944 (\$ per T.) | May 1943 (\$ per T.) | % Change May, 1944 compared with April 1944 | % Change May, 1944 compared with May 1943 |
|------------------------|----------------------|------------------------|----------------------|---|---|
| Wheat Bran | 52.15 | 61.81 | 50.72 | +0.10 | +2.82 |
| 16% Mixed Dairy Ration | 61.22 | 61.81 | 52.25 | -0.95 | +17.17 |
| 24% | 66.50 | 65.50 | 56.83 | +1.53 | +17.02 |

The only sure way to double your money is to fold it and put in your pocket.

"Is my dress too short?"
"It's either too short or you're in it too far."

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| April | \$3.93 | \$3.084 |
| May | 3.93 | 3.042 |
| June | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| April | \$3.83 | \$2.67 |
| May | 3.83 | 2.67 |
| June | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skim milk |
|-----------|-----------|----------------|
| April | \$24.0125 | 12.5479¢ |
| May | 23.5625 | 12.7006¢ |

*—Per 40-quart can of 40 percent cream.
†—Per pound of roller process dry skim milk; each as used in determining the Philadelphia Class II price.

Prices Paid for 3.5% Milk By South Jersey Buyers

| April, 1944 | Grade "A" & Premium | Grade "B" |
|------------------------|---------------------|-----------|
| Abbotts Dairy | \$4.17 | \$3.83 |
| Arrowhead-Shoemaker | 4.23 | 3.6676 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 3.90 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Dennerly Dairies | 3.954 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.8184 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.21 | 3.75 |
| N.J. Milk Products Co. | 3.894 | 3.83 |
| Parks Dairies | 4.23 | 3.83 |
| Rainier's Dairy | 4.142 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | 4.23 | 3.682 |
| Trenton Dairy | 4.23 | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.



"You can have milk!—I'll eat grass
... there's something about it
that's more manly!"

Ration certificates for the purchasing of men's rubber boots and work shoes will be good indefinitely hereafter, the Office of Price Administration has announced. This eliminates expiration dates on certificates held by both consumers and the trade.

Prices 4% Milk, April and May

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during April and May, 1944.

| Handler | Plant Location | Location Differential | Apr. Price | May Price |
|----------------------------|-----------------------|-----------------------|------------|-----------|
| Market Average | f.o. b. Philadelphia | — | \$3.828 | \$3.776 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.890 | \$3.842 |
| " | Curryville, Pa. | 339 | 3.521 | 3.473 |
| " | Easton, Md. | 283 | 3.577 | 3.529 |
| " | Goshen, Pa. | 241 | 3.619 | 3.571 |
| " | Oxford, Pa. | 227 | 3.633 | 3.585 |
| " | Port Allegheny, Pa. | 416 | 3.444 | 3.396 |
| " | Spring Creek, Pa. | 451 | 3.409 | 3.361 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.979 | 3.947 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.956 | 3.906 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.839 | 3.825 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.739 | 3.725 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.735 | 3.659 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.693 | 3.679 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.884 | 3.838 |
| " | Richlandtown, Pa. | 227 | 3.627 | 3.581 |
| Brookmead G'm's'y Dairies | Wayne, Pa. | 07 | 3.982 | 3.870 |
| Brown's Dairy | Glenside, Pa. | 07 | 3.905 | 3.907 |
| Buck's Co. Farms Dairies | Morrisville, Pa. | 22 | 3.648 | 3.609 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 3.946 | 3.890 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.811 | — |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.415 | 3.347 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.955 | 3.968 |
| Crystle, Wm. H., Dairy | Chester, Pa. | 07 | 3.761 | 3.653 |
| Darlington Bros. | Darling, Pa. | 09 | 3.932 | 3.918 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.764 | 3.717 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.588 | 3.524 |
| Engel Dairy | Philadelphia, Pa. | — | 3.996 | 3.964 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.740 | 3.707 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.869 | 3.734 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.590 | 3.516 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.625 | 3.573 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.918 | 3.857 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.898 | 3.837 |
| Gorman Dairies | Newtown, Sq., Pa. | 07 | 3.793 | 3.702 |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.633 | 3.649 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 3.934 | 3.940 |
| Grubbs Dairies | Media, Pa. | 07 | 3.883 | 3.752 |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.900 | 4.068 |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.908 | 3.865 |
| " | Mainland, Pa. | 11 | 3.798 | 3.755 |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.847 | 3.769 |
| " | Brandtsville, Pa. | 276 | 3.541 | 3.463 |
| " | Byers, Pa. | 22 | 3.597 | 3.549 |
| " | Carlisle, Pa. | 276 | 3.541 | 3.463 |
| " | Hurlock, Md. | 283 | 3.534 | 3.456 |
| " | Massey, Md. | 241 | 3.576 | 3.498 |
| " | Millville, Pa. | 332 | 3.485 | 3.407 |
| " | Sudlersville, Md. | 248 | 3.569 | 3.491 |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.774 | 3.743 |
| " | Boiling Springs, Pa. | 276 | 3.468 | 3.437 |
| Hershey Creamery Co. | Biglerville, Pa. | 283 | 2.872 | — |
| " | York Springs, Pa. | 276 | 2.879 | — |
| Hill Crest Farms | Eddington, Pa. | 09 | 3.673 | 3.766 |
| Holiday Dairy | Norristown, Pa. | 11 | 3.842 | 3.698 |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.765 | 3.675 |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.902 | 3.831 |
| Individual Dairies | Philadelphia, Pa. | — | 3.929 | 3.887 |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.903 | 4.167 |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 3.874 | 3.720 |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.629 | 3.617 |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | x3.830 | x3.830 |
| Marmer, John | Bryn Mawr, Pa. | 09 | 3.894 | 3.890 |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.860 | 3.860 |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.860 | 3.686 |
| Meyers Dairies | Ambler, Pa. | 09 | 3.793 | 3.746 |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.857 | 3.775 |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.991 | 3.930 |
| Montg-Berk Dairy Co. | Boyetown, Pa. | 227 | 3.623 | 3.617 |
| Nelson Dairies | Norristown, Pa. | 09 | 3.765 | 3.749 |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.918 | 3.890 |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.681 | 3.554 |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.740 | 3.777 |
| Penn-Reed Milk Co. | Bellefonte, Pa. | 318 | 3.375 | 3.247 |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.814 | 3.768 |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.915 | 3.888 |

| Handler | Plant Location | Location Differential | Apr. Price | May Price |
|--------------------------|--------------------|-----------------------|------------|-----------|
| Rosenberger's Dairies | Hatfield, Pa. | 13 | \$3.752 | \$3.674 |
| Schillinger's Dairies | Philadelphia, Pa. | — | 3.942 | 3.926 |
| Schmidt, J. Edward & Son | Huntingdon Valley | 09 | 3.932 | — |
| Scott-Powell Dairies | Philadelphia, Pa. | — | 3.883 | 3.822 |
| " | Ardmore, Pa. | — | 3.883 | 3.822 |
| " | Biglerville, Pa. | 276 | — | 3.516 |
| " | Clayton, Del. | 241 | 3.612 | 3.551 |
| " | Fairdale, Pa. | 318 | 3.535 | 3.474 |
| " | New Holland, Pa. | 234 | 3.619 | 3.558 |
| " | Snow Hill, Md. | 304 | 3.549 | 3.488 |
| " | York Springs, Pa. | 276 | — | 3.516 |
| " | Philadelphia, Pa. | — | 3.369 | 3.347 |
| Shearer, Paul B. & Co. | Center Port, Pa. | 248 | 3.091 | 3.069 |
| " | Manoa, Pa. | — | 4.048 | 4.057 |
| Suburban Dairies | Philadelphia, Pa. | — | 3.822 | 3.760 |
| Supplee-Wills-Jones | Bedford, Pa. | 332 | 3.460 | 3.398 |
| " | Bedford, Pa. | 297 | 3.545 | 3.483 |
| " | Chambersburg, Pa. | 304 | 3.538 | 3.476 |
| " | Hagerstown, Md. | 262 | 3.530 | 3.468 |
| " | Harrington, Del. | 332 | 3.460 | 3.398 |
| " | Huntingdon, Pa. | 332 | 3.460 | 3.398 |
| " | Leaman Place, Pa. | 234 | 3.558 | 3.496 |
| " | Lewistown, Pa. | 311 | 3.481 | 3.419 |
| " | Mercersburg, Pa. | 311 | 3.481 | 3.419 |
| " | Mt. Pleasant, Del. | 227 | 3.565 | 3.503 |
| " | Princess Anne, Md. | 297 | 3.495 | 3.433 |
| " | Townsend, Del. | 234 | 3.558 | 3.496 |
| " | Worton, Md. | 255 | 3.537 | 3.475 |
| " | Philadelphia, Pa. | — | 3.852 | 3.762 |
| Sylvan Seal Milk | Philadelphia, Pa. | — | 3.778 | 3.725 |
| Sypherd's Dairies | Philadelphia, Pa. | — | 3.980 | 3.947 |
| Taylor's Dairy | Jenkintown, Pa. | 234 | 3.522 | 3.448 |
| Turner & Wescott | Glenroy, Pa. | — | 3.884 | 3.757 |
| Walnut Farms Dairy | Philadelphia, Pa. | — | 3.838 | 3.781 |
| Warners Dairy | Berwyn, Pa. | 09 | 3.680 | 3.595 |
| Wawa Dairy Farm | Wawa, Pa. | 09 | 3.852 | 3.916 |
| Willow Ridge Farm | Hatboro, Pa. | 07 | 3.816 | 3.708 |
| Wilmer Dairies | Conshohocken, Pa. | — | 3.765 | 3.658 |
| Wissahickon Dairy | Philadelphia, Pa. | — | 3.910 | 3.866 |
| Witchwood Dairy | Spring House, Pa. | 11 | — | — |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

| | May '43 | Apr. '44 | May '44 |
|--------------------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.004 | 3.204 | 3.162 |
| Weighted Average Price | 3.752 | 3.828 | 3.776 |
| Class I, pounds | 69,749,614 | 64,907,213 | 69,680,140 |
| Class II, pounds | 23,731,569 | 16,848,907 | 25,241,071 |
| Total pounds | 93,481,183 | 81,756,120 | 94,921,211 |
| Class I, percent | 74.61 | 79.39 | 73.41 |
| Class II, percent | 25.39 | 20.61 | 26.59 |
| Average butterfat test, % | 3.86102 | 3.90799 | 3.84851 |
| Number of producers | 9,689 | 9,469 | 9,503 |
| Value, 4% basis, f.o.b. Philadelphia | \$3,507,135.15 | \$3,129,894.08 | \$3,584,454.91 |



MONEY SOLVES A LOT OF PROBLEMS WAR BONDS—

help beat the Axis today, help re-equip the farm tomorrow

Secondary Markets

Lancaster

Milk production in the Lancaster area continued well above the sales quotas of the buyers in the market. The committee for handling excess milk did a splendid job in their efficient diversion of these excess supplies into manufacturing outlets, thereby assuring a regular market for the milk of all producers.

A number of producers were signed as Inter-State members during May, with more and more of the non-members in the area becoming conscious of the need for the cooperative as an aid in marketing their milk. It is expected that additional producers will continue to apply for membership.

The Lancaster Market Committee meets on June 19 in the Farm Bureau Building, to discuss conditions and marketing problems within the area.

Market Manager Chas. E. Cowan has taken care of numerous requests for members on quality improvement. Typical of the season, also, there have been many requests to check up on butterfat tests. The members are urged, of course, to call on the Cooperative whenever assistance is desired in any milk marketing difficulty.

Wilmington

A big flush of production in the Wilmington area was reported by **Market Manager Floyd R. Ealy**, at the June 8 meeting of the Wilmington Milk Market Committee. He stated, further, that this flush is now gradually subsiding.

The Wilmington dealers, he reported, had worked well together in handling this milk, with the Clover Dairy Company taking in the excess supply from many of the smaller dealers, cooling it and shipping it in tank lots to manufacturing plants. Some of the Wilmington excess milk had been taken direct from the farms to the Supplee-Wills-Jones plants at Townsend and Mt. Pleasant. Blue Hen Dairy had also used a considerable quantity of the excess milk for condensed and powdered milks and in making ice cream mix.

The committee, at its meeting, discussed the need for a level production plan for producers which would iron out these spring floods and fall shortages of milk. No conclusions were reached at that meeting but members in general were urged to get their cows in condition to produce more milk next fall, when the market will be badly

in need of it and when the consumer subsidy, paid to producers, will be increased to \$.70, from the present \$.45, per hundred pounds, effective September 1.

South Jersey

Production in the South Jersey area has been very high during the past several weeks but is now falling. Indications point to a serious shortage of milk next fall. Much of the excess milk in the South Jersey area has been received by the Supplee-Wills-Jones Company at their Camden plant and Scott-Powell Dairies at Gloucester. To our knowledge, no milk has been left on farms, in spite of the high production.

Dairy organizations of South Jersey met at Woodbury on May 23, to prepare a statement of the needs of New Jersey dairymen, to be presented at a meeting before New Jersey's Congressmen and Senators. **J. Willard Gardiner**, chairman of the South Jersey Market Committee, was chosen to make this presentation.

Members are urged to condition their cows now for higher production next fall, when milk will be short and badly needed. It is pointed out that in addition to the established milk prices, the consumer subsidy payment, made to New Jersey producers, will be raised on September 1 to \$.80, from the present \$.55, per hundred pounds.

Trenton

The Trenton Market Committee met on May 29, with all members present except **Frederick Shangle**, market manager, and **Eugene Stapler**, both of whom were unable to attend because of illness. A comprehensive report of general market conditions was given by **Earl E. Warner**, Inter-State statistician.

The 1944 production peak was reported to have been reached about June 1 but the total supply at that time was less than previous high marks.

Production is reported as dropping rapidly, due, primarily, to the lack of rain and consequent short pastures. An agreement was reached with the largest buyer in the Trenton market that for May the Class I price will be paid for the full supply of producers.

Reports of farm sales continue to come in, the effect being a continued reduction in the number of producers in the market.

MILK PRODUCERS REVIEW

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during May, 1944.

| | |
|-------------------------------|------|
| Farm Calls..... | 1626 |
| Non-Farm Calls..... | 298 |
| Butterfat Tests..... | 5013 |
| Plants Investigated..... | 75 |
| Herd Samples Tested..... | 170 |
| Brom Thymol Tests..... | 626 |
| Microscopic Tests..... | 268 |
| Membership Solicitations..... | 540 |
| New Members Signed..... | 88 |
| Meetings..... | 14 |
| Attendance..... | 550 |

What the G. I. Boys Say About Ice Cream

"Through the Red Cross, I had some ice cream today for the first time since I arrived in Italy six months ago.

"Not one of us minds a two-and-a-half mile walk through the knee-deep mud on our limited off-duty time.

"Today, when the Red Cross served ice cream, men were lined up outside the building for over a mile, waiting to be served. Some fellows said the ice cream was the first they'd had in several years.

"To you ice cream is something you never think about—you just eat it when you want it. To us it is something for which you stand in line for hours, and then think it important enough to write home about. It is something that means America to us."

This is an excerpt from a letter in the Winona Minnesota Republican Herald, written by a soldier in Italy.

A story from Mrs. Mark Clark, about her famous husband, Lt. Gen. Mark Wayne Clark, commander-in-chief of the American Fifth Army in Italy, says:

"The General plans to sit down to a home-cooked meal centered around one very large, very thick steak, a quart of vanilla ice cream and a three-inch layer chocolate cake, with icing 'inches thick between each layer'."

And this from the Solomons, by way of the Brockton, Massachusetts, Enterprise-Times:

"During one period the Marines lived for two months on rice and corned beef, a diet which became monotonous. So they'd lie in fox-holes and dream about apple pie and ice cream."

How we wish we could give each one of them a quart a day as a proper observance of "June Dairy Month." Let's be prepared for them when they come back, hungry for this grand food and deserving of it.

June, 1944

THE DAIRY COUNCIL PAGE

JUNE is Dairy Month

IF IT weren't quite so hot today, we'd amble over to the library and see if perchance James Russell Lowell did a little dairy farming in addition to writing poetry. He's the fellow, you know, who said: "What is so rare as a day in June? Then if ever come perfect days."

Probably, after going to all the trouble of looking him up, he'd turn out to be a rose fancier, or just a guy who didn't like cold weather. But it did occur to us that maybe Mr. Lowell's enthusiasm for June was inspired by the fact that his herd had reached peak production. It's hardly worth investigating, especially on a hot day.

In any event, we know without leaving this nice comfortable chair that it was the occurrence of milk production peaks at this time of year that first inspired the Dairy Council and the rest of the dairy industry to join our friend, the poet, in turning the spotlight on June. When the annual observance of Dairy Month was inaugurated some years ago, it was with the thought in mind of creating—through intensified promotional activity—an increased demand for dairy products which would keep pace with the seasonally increased supply. Then, if ever, came surplus milk, and Dairy Month proposed to sell it—and did.

Recently, however, "surplus" has been a term applicable almost exclusively to victory garden radishes. Like most other really essential commodities, milk has gone on the "handle with care" list—and even at the point of highest production the supply has been little more than sufficient to satisfy service and civilian demands. Nevertheless, the annual June campaign has continued to serve a very definite purpose.

In this momentous year of 1944, Dairy Month has a special job to do. That job is to stamp the word "ESSENTIAL" across the public's mental picture of the dairy industry. This is the statement that accompanies publicity material now being issued:

"The 1944 Dairy Month campaign is NOT a Sales Campaign. It is an opportunity to tell America that dairy foods are making a vital



This seal dramatizes the central theme of June Dairy Month—the essential nature of dairy foods on both the war front and the home front. It is being extensively used in publicity material and in such other forms as window display cards, menu stickers and drivers' buttons.

and essential contribution to the war effort. This story has not been told. It needs to be told if the dairy industry is to hold its place in the appreciation of the American public."

Aroused by this self-addressed challenge, the Dairy Council has plunged into the task of making this the biggest and best Dairy Month to date. A committee representing both producers and distributors met as the month began to decide on ways and means—and while the conference in the "smoke-filled room" hasn't furnished us with a dark-horse candidate for the Republican nomination, the gentlemen have come up with a mighty fine program of activity.

Dairy Month should highlight, they agreed, these major phases:

1. The nutritional value of milk, and the part that dairy products are playing—both in maintaining physical fitness and morale in the armed forces and in promoting workers' efficiency on the home front.

2. The excellent job the dairy farmer is doing in overcoming the handicaps of feed and labor shortages—and the need for a still greater increase in production.

3. The liberalized quotas for dealers temporarily in effect, and the present opportunity for increased use of dairy products in the home.

Getting these facts to John and Mary Public and keeping them there is a job that has a number of Dairy Councilors stepping pretty fast. President Cohee has been tossing assignments at staff workers in rapid succession. To Lucy Queal went

the job of compiling nutritional material for a radio broadcast over Station WCAU. Wes Holmes barged off to Lehigh, Penna., loaded with film and flash bulbs to get pictures of the record-breaking A. L. Zimmerman herd for newspaper release. Your humble reporter slaved over a hot typewriter for many a torturous hour dreaming up spot announcements for use on the radio during the month. The boss, too, found himself with things to do—such as entertaining representatives of the press and radio at a luncheon, being the victim in a radio interview, and, with another member of the Committee, conducting a reporter and photographer to Chesterbrook Farms to cover the story of "Mint Julep," who has just broken the world's record in her particular class of Guernsey cows.

All this use of the past tense would make it appear that the work of Dairy Month lies behind us. Not at all—as this goes to the printer we're just getting well into the swing and spirit of the job. From now until the last day of June, the tempo will increase and the assignments will come thicker and faster. And those who receive them will welcome them, for we all realize that we have a real story to tell—a story that people will want to hear.

To James Russell Lowell the month of June may just mean nice weather—but to the Dairy Council it's a gala time when we can march the dairy industry out on the American parade-ground and pin on its collective chest a shining medal inscribed—"For Distinguished Service."

War's Effects On Agriculture Studied at Conference

POSTWAR problems as seen by agriculture, industry, and labor was the theme for the third annual conference on the broad problems of agriculture held at the Pennsylvania State College June 5-6. More than 300 farm group leaders, grange lecturers, representatives of farmers' cooperatives, supervisors and teachers of vocational agriculture, county extension workers, society of farm women leaders, members of the Country Life Conference, and others were in attendance.

Three speakers, representing industry, labor, and agriculture opened the conference with a discussion of objectives for the postwar period. **J. M. Bickel**, Chairman, Post War Planning, Carrier Corporation, Syracuse, N. Y., representing industry, said that industrialists want opportunity not simply security, independence not dependence or any paternalistic pattern of industry or government. **Raymond Walsh**, Director of Economic Research, C.I.O., Washington, D. C., presenting labor's aims in the postwar, enumerated international stability and peace and jobs for all with high production and levels of living as objectives. **Quentin Reynolds**, General Manager, Eastern States Farmers' Exchange, East Springfield, Massachusetts, said agriculture's goal in the postwar is the retention of the American Way to keep open constructive, stimulating, satisfying but never satisfied opportunity.

Discussing the role of government in the postwar, **M. P. Catherwood**, State Commissioner of Commerce, New York, said that the central role of government is to insure a high level of production and employment. The role of government will be increased, he believes, in areas of foreign economic relations, in social security, education, and labor relations.

"World Relations in Agriculture" was discussed by **J. Clyde Marquis**, former United States delegate to the International Institute of Agriculture at Rome, Italy. He paid tribute to the American farmer who has done an outstanding job of food production, more from a sense of patriotism than for profit. The government has had billions for bombs, but pennies for peanuts, he stated, in charging that industrial expansion has been achieved with little regard for cost.

Irving Fisher, noted professor of Economics, Yale University, speak-

ing on "How Shall We Pay The Bills?" told the conference that further inflation may confidently be expected. Inflation, he said, will probably play a big part in the reduction of the national debt. It was pointed out by Mr. Fisher that we shall not expect to pay the national debt in terms of the full value of the dollar in which the debt was contracted.

Speaking on "Postwar Demands for Agricultural Products," **F. L. Thomsen**, head of the Division of Marketing and Transportation Research, Washington, D. C., declared that overall postwar conditions point to a higher level of demand for farm products after the war compared with prewar. Special aspects of the demand were discussed by a symposium of experts. **C. I. Cohee**, President of the Philadelphia Dairy Council, said that he did not know what consumer demand changes would be but predicted that service men will want the same dairy products they were accustomed to before the war, not dehydrated foods.

H. D. Williamson, The American Stores Company, Philadelphia, pointed out that postwar demand for fruits, vegetables, and meats will be determined chiefly by the housewife. He visualized radical changes in the speed of transportation, and expansion in self-service markets and consumer packaging. **Frank App**, Deerfield Packing Corporation, Bridgeton, New Jersey, in treating dehydration and quick-freezing, predicted expansion in both home and commercial quick-freezing preserva-



Eugene Myers, grandson of L. D. Myers, Bareville, Pa., and his pal Corkie, have a consultation on whether or not it is wise to try to get into the chair without help.

tion of foods.

Highlights of the final session were talks by youth on "Our Job As I See It." The symposium included **Vernon Norris**, Butler county poultryman; **John Cunningham**, Juniata county FFA leader; **Mrs. Jacob Mitchell**, Perry county housewife; **Lee Poorbaugh**, York county dairyman; and **Martin V. Rockwell**, Bradford county feed distributor.

The final address on how individuals and groups can help do the job, was made by **P. J. Kruse**, Professor of Rural Education, Cornell University, Ithaca, New York. A short summary of the conference was given by **R. H. McDougall**, Butler county agricultural extension agent.

Dr. S. W. Fletcher, Dean of the School of Agriculture, the **Honorable Miles Horst**, State Secretary of Agriculture, **R. L. Culver**, President of Pennsylvania State Council of Farm Organizations, **Mrs. Russell F. Bower**, President of the Society of Farm Women, and **Ira C. Gross**, former Grange lecturer, served as chairmen of the sessions. **J. F. O'Brien**, professor of Public Speaking at the Pennsylvania State College, was in charge of the panel discussions.

Don't Overgraze Ladino, It Needs Periodic Rest

Ladino clover, although a valuable crop, is an exacting and tricky one. Because it is different from alfalfa and other clovers in its growth habits, it must be handled differently and given particular care during the grazing season.

H. R. Cox, extension agronomist at Rutgers University, reports that many growers lost their Ladino stands during the past winter as the result of unfavorable grazing methods last year. By experience, they have learned that this clover will not stand the continuous grazing which little white clover gets in permanent pastures.

"Ladino demands rotation grazing, with ample periods of recovery between grazings," Cox points out. "Above all, it needs five or six inches of topgrowth to go into the winter. The dry weather of last summer and fall restricted the growth of the crop, resulting in more overgrazing at that period than usual. Not many Ladino fields last year had five or six inches of topgrowth in late fall."

Dealers' Spreads Analyzed by Dr. Spencer

SINCE 1933, a number of studies of the cost of distributing milk have been made by or on behalf of state milk control agencies, in order to enable them to determine the proper "spread" between prices paid producers and prices charged consumers. A thorough study of this nature was completed last year by **Dr. Leland Spencer**, covering milk distribution in New Jersey and published recently by the State Department of Agriculture.

This study, entitled "Costs of Distributing Milk in New Jersey" was authorized by an act of the Legislature, which stated that the resulting information was to be "submitted to the Director of Milk Control for his information in determining a proper 'spread' to cover dealers' costs in fixing consumer prices."

The period selected for study was the year ended June 30, 1942, and the plan of investigation was to analyze carefully the operating costs of a representative number of milk dealers of all types in the State. Information obtained by questionnaires from 30 companies in northern New Jersey and 17 in southern New Jersey was checked by certified public accountants. In cases where questionnaire reports were not checked, the information was kept separate from that which was checked.

North-South Jersey Compared

The facts assembled bring out clearly that conditions in milk distribution differ somewhat between northern New Jersey and southern New Jersey. Consequently, analyses were made in such manner as to enable conclusions to be reached with respect to milk distribution in each section. Moreover, the data assembled were classified in such manner as to bring out differences as between dealers of different sizes, and as between such different methods of distribution as through sub-dealers, retail dealers, stores, and by means of paper containers. To cover completely the conclusions reached in this 98-page study would not be practicable in this brief review. A few of the outstanding results of the study, however, can be noted.

Allowing dealers a "normal" profit of 10 percent before deducting federal taxes on income, or 6 percent after deducting taxes, the average "spread" in effect for the year ended June 30, 1942, for milk delivered to consumers in northern

New Jersey, was 8.67¢ per quart, compared with a cost of distribution, plus "normal" profit of 8.85¢. In southern New Jersey the "spread" was 7.17¢ compared with 6.31¢ total cost plus "normal" profit. The spread in effect June 1, 1943, was 9¢ per quart in northern New Jersey and 7¢ per quart in southern New Jersey.

It is pointed out in the conclusion of the study that changes take place which make the cost figures out of date. Higher wage rates and increased prices of materials and supplies result in increasing costs; whereas, savings have resulted which tend to offset such increased costs. In some areas, the adoption of every-other-day delivery and curtailment of special services have brought about important savings, although in the northern New Jersey metropolitan area, there was some slowness in adopting such economies.

Larger Loads, Lower Costs

The study brings out the fact that the cost of distributing milk is somewhat less in South Jersey than in the northern part of the State. Dealers in southern New Jersey paid their drivers more largely on a commission basis, with a result that larger loads were delivered. Costs of delivering milk from plants to stores, based on northern New Jersey figures, were less than where delivered direct to homes; the saving being 1.25¢ per quart in glass bottles and 1.75¢ in paper containers. In spite of higher processing costs when paper containers were used, it was found that where conditions were favorable milk could be packaged and delivered to stores in paper containers, at less total cost than in glass bottles.

A further significant result of the study was the finding that a large percentage of the total cost of distributing milk can be attributed to labor charges and compensation of company officers. Approximately two-thirds of the selling and delivery costs consisted of labor costs, and, taking all costs into consideration, including processing,

LIKE MONEY IN THE
BANK

Don't get caught short in an emergency. Your money in War Bonds will help you meet unexpected sickness, crop failures, etc. Buy Bonds.

transportation, and administrative costs, labor and compensation of company officials amounted to 52 percent of total costs in northern New Jersey and 60.2 percent in southern New Jersey.

The belief is expressed in the conclusion that, although costs change constantly, the information obtained and studied can be supplemented with current information in such way as to make the study of value for a considerable time as a guide to milk price fixing in New Jersey.

New Japanese Beetle Control

"We don't wish you any bad luck but here is hoping you get the 'milky white' disease," is the salutation given by University of Maryland scientists to the grubs of the Japanese beetle. In fact, they go farther than that and help the beetle grubs get this disease which, once it has infected the soil, becomes an effective means of controlling this pest.

A report in the Extension Service News of the University of Maryland says, "Surveys of heavily infested areas, where quantities of the disease have been distributed, show that the disease is becoming well established and beetle populations are falling off." Among the Maryland areas with improved Japanese beetle conditions are Cecil and Kent counties.

These scientists report that not only does the soil become infested with this disease, thereby destroying a large part of the grubs, but that adult beetles help carry and spread it.

"Intentions" Summarized By Market Administrator

We have been informed by **Market Administrator Wm. P. Sadler**, that the next news letter to producers from his office will summarize the questionnaires on "intentions to produce." This summary will show the increase in cow numbers which the producers answering the questionnaires are expecting to keep next November.

The questionnaire also called for information as to how the producers will meet their numerous problems, such as home-grown and purchased feeds that will be involved in their production program.

All producers shipping to buyers operating under Market Order 61 for Philadelphia will receive copies of this news letter.

The chap who is always talking about his right is the one that gets left.

Delaware Develops State Plan for Control of Bovine Mastitis

MASTITIS is not a new disease. Under such names as "garget" and "caked bag" it has long been recognized as one of the serious problems of the dairy industry.

It is serious because:
It lowers milk production.
It ruins the udder, necessitating selling of valuable dairy animals for beef.

It may cause the death of the cow.

It causes the milk to become unfit for human consumption, and in some forms may cause serious sickness in those who drink it.

The scientific name of mastitis is derived from Greek words meaning "breast" and "inflammation."

Why Cows Have Mastitis

Mastitis is an inflammation of the udder. Inflammation is the reaction of the tissues to injury or irritation. Injury or irritation of the udder is caused most commonly by:

Bacteria or Germs. Several kinds of bacteria living in the environment of the cow may gain entrance into the udder through the teat. Within the udder they multiply and act as an irritant, setting up an inflammation of the udder.

Injuries to the Udder. This type of irritation results from injuries to the teat or udder, such as cuts, wounds, bruises from stepping on teats or kicks, rough milking, changing milkers and improperly adjusted or altered milking machines.

These mechanical injuries often pave the way for the entrance of bacteria into the udder, setting up a severe inflammation or mastitis.

The Symptoms of Mastitis

The symptoms of mastitis may be mild or severe.

Mild or Chronic Mastitis. This form may escape notice of the caretaker. Lowered milk production may be the only symptom. As the disease progresses, areas of hardness develop in the diseased quarter and the entire quarter may eventually become hard. The milk may contain flakes.

Severe or Acute Mastitis. This form is easily recognized by the swelling of the diseased quarters and the abnormal milk.

Most Common Types

Mastitis is commonly classified according to the kind of bacteria which have gained entrance into the udder.

We are reporting herewith a summary of research work, findings and recommendations on mastitis as developed by Haskell Research, an organization established at the University of Delaware, Newark, Del., especially endowed for research in the causes of and methods of controlling mastitis.

Streptococcic Mastitis. Germs known as streptococci live in the environment of the cow. Of these, *Streptococcus agalactiae* is the most important. It causes more mastitis than any of the other mastitis bacteria. Many herds are infected with this organism. It usually causes a chronic form of the disease. This is the type of mastitis which experts believe can be controlled and eliminated.

Staphylococcic Mastitis. The type caused by *Staphylococcus aureus* is quite prevalent in some herds. It may quickly ruin the udder or produce a milder, chronic form of the disease. It is more difficult to cure than streptococcic mastitis. Milk containing this germ is dangerous for human consumption.

Other Types of Mastitis. Several other types of bacteria are known which are capable of causing mastitis.

Effect on Milk Production

In mastitis the normal milk secreting tissue is replaced by scar or fibrous tissue. Scar tissue does not secrete milk and feels hard to the touch. The greater the amount of scar tissue, the less the amount of milk produced. In mild chronic cases the loss in milk may be slight at first, but it gradually increases until it may be 50 percent or higher. Twenty-five percent is regarded as the average in chronic streptococcic mastitis. The loss is higher following acute mastitis. Acute mastitis may be followed by "blind" quarters at the next lactation. Early treatment may save the udder.

Streptococcic mastitis is so prevalent because it is highly contagious and is easily spread from cow to cow by the hands of the milker, cups of the milking machine and contaminated bedding.

Streptococcic mastitis can be eliminated by eliminating or curing all infected cows. Since *Streptococcus agalactiae* lives permanently and multiplies only in the udder, elim-

inating or curing the infected cow eliminates the disease in the herd.

Delaware Control Plan

A procedure known as The Delaware Plan for controlling and eliminating streptococcic mastitis from the dairy herd has been developed and is available to all Delaware dairymen. This plan was organized by the State Board of Agriculture, which is in charge of livestock disease control in the state, in cooperation with the agricultural experiment station and Haskell Research of the University of Delaware.

The aims of The Delaware Plan are three-fold:

1. To assist dairymen to establish and maintain streptococcic mastitis-free herds.

2. To render a diagnostic service for other types of mastitis.

3. To advise dairymen on all problems pertaining to mastitis.

The rules of the plan are relatively simple and can be explained by any qualified veterinarian, through whom dairymen must work in applying the plan.



Maybe Mike is a little jealous of the fuss Paul R. Atkinson is making over his pet goat, Nanny, but he made sure he got in the picture. This picture was sent in by Mrs. Harry Atkinson, Newtown, Pa.

"They're dudes," the German general cried,

"They cannot fight—it's true." Since then he's had cause to decide

What the Yankee dude'll do.

Deaths from farm work accidents last year totalled more than those in any of the other five major industries. But farm home accidents outdid work accidents as killers of farm people, accounting for perhaps two-thirds of all accidental deaths on the farm itself.

Plan Now for Next Winter's Roughage Supply

Although, because of the weather, farmers have gotten off to a slow start this spring, there are still a lot of things that can be done to safeguard next winter's feed supply.

Dairy farmers who make the best possible use of pasture can conserve feed for the coming winter. Rotation grazing is suggested. In addition, provide supplemental pasture crops, such as sudan, for use during dry summer months. Sudan grass seeded June 1 at the rate of 30 to 35 lbs. per acre will be ready to pasture by about July 1. It may be seeded as late as July 1. Small grains can also be used for late fall and early spring pasture, thus adding at least two weeks stretch to each end of the pasture season.

Plan to harvest grass crops for either hay or grass silage at an early stage of maturity. Early cut hay or grass silage is higher in both total nutrients and protein, consequently, less nutrients are needed in the grain ration to get the desired results. During unfavorable weather grass can be harvested as grass silage instead of hay and still permit cutting at the proper stage of maturity.

Likewise, corn for silage should be cut at an early stage of maturity or in the so called "early dent" stage. Plan to grow an additional acreage of soybeans that can also be used for silage if needed.

Penicillin Producers To Get More Lactose

Steps taken by the War Food Administration in cooperation with producers to avert a threatened shortage of lactose, important in its use in the growing of the mold that yields penicillin, will result in a 1944 lactose production double that of previous years, according to the Office of War Information.

The output of lactose, or milk sugar, this year is expected to reach 14,000,000 pounds. Present estimates of the War Production Board indicate that penicillin manufacturers will need 6,000,000 to 7,000,000 pounds annually—a figure approximating the entire yearly production of lactose in previous years. The WPB says, also, that there is now no indication that current experiments in the synthetic production of penicillin—which would eliminate the need for lactose—will be successful in the near future, nor is there any indication that such a method, if found, would be commercially practicable.

Success treads on the heels of every right effort.



Coss: What did you say?

Cossie: If you don't hurry, what I will say couldn't be printed in a nice magazine like this.

Coss: Trouble?

Cossie: Trouble? Why, flies, mosquitoes, gnats... NUTS! I'm going crazy swishing at 'em.

Coss: Well, this Gulf Livestock Spray will kill 'em deader than Hitler's hopes.

Cossie: Don't I know it? And it will repel stable flies, horn flies, mosquitoes, and gnats, too!

Coss: Say, you know all about Gulf Livestock Spray, don't you?

Cossie: Sure. It will help keep me quiet at milking time, and let me concentrate more on my feeding in the pasture.

Coss: You must have been reading the Gulf ads—like the one that just sold me on trying it.

Cossie: Well, if a cow can talk, she can read, can't she?

YOUR COWS don't have to talk to tell you that Gulf Livestock Spray will help maintain milk production by giving them relief from much insect annoyance.

You know how unsprayed cows stamp and swish. Just watch how they quiet down when that insect-killing-and-repelling Gulf Livestock Spray hits 'em.

Gulf Livestock Spray is made from the best materials obtainable. And it's sold

on the same well-known basis: *Your money back if you're not satisfied!*

For best results follow the simple instructions on the container.

Now readily available and for sale by many leading feed stores, milk companies, and Gulf stations.

NO INCREASE IN PRICES

1-Gal. Container \$1.19
2-Gal. Cans \$1.93
5-Gal. Usable Pails \$4.75



LIVESTOCK SPRAY

★ Buy an extra War Bond this month ★

The more a man knows, the more he is inclined to be modest.

Often it is easier to do a good job than to explain why you didn't.

DOWN with BACTERIA COUNTS!

For high speed sanitizing on the dairy farm use Lo-Bax. Especially designed for dairymen whether they are making market milk or milk for manufactured products.

Sanitize with LO-BAX

FAST-KILLING CHLORINE BACTERICIDE

Quick Facts About LO-BAX

1. Kills germs almost instantly.
2. Dissolves quickly in hard or soft water—hot or cold.
3. Makes clear solutions for rinsing or immersing dairy utensils.
4. Contains 50% available chlorine.
5. Retains its full strength.
6. Economical—one bottle (28-oz. size) makes 1050 gals. dairy rinse solution at cost of 1/7 of a cent per gallon or less.

Ask your Dealer or Supply House about Lo-Bax or write us direct.

THE MATHIESON ALKALI WORKS (Inc.)
60 EAST 42nd ST. • NEW YORK 17, N. Y.

Cash Prizes

For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page,
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Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review,
401 N. Broad St., Philadelphia 3, Pa.

(Unused pictures will be returned)

Experience keeps a dear shop, but fools will learn in no other.

Spring Flush Hits New Record High

PRODUCTION for the Philadelphia market exceeded most expectations at the peak of the flush which seems to have been reached during the week ending June 3. The average delivery per day of 5,000 herds reported by the USDA reached an all-time peak of 394 pounds daily, indicating a 12 percent increase this year over last. Last year's seasonal flush probably was the highest experienced in this market up to that time and this year's production has reached even higher levels. These facts, along with the chart on this page, raise again the problem of seasonal variation of production. The distance between the solid line and the dotted line on the chart is a measure of the seasonal variation, the solid line representing spring production and the dotted line representing fall production. The variation widened considerably during the years 1941-1943 and may be even wider in 1944.

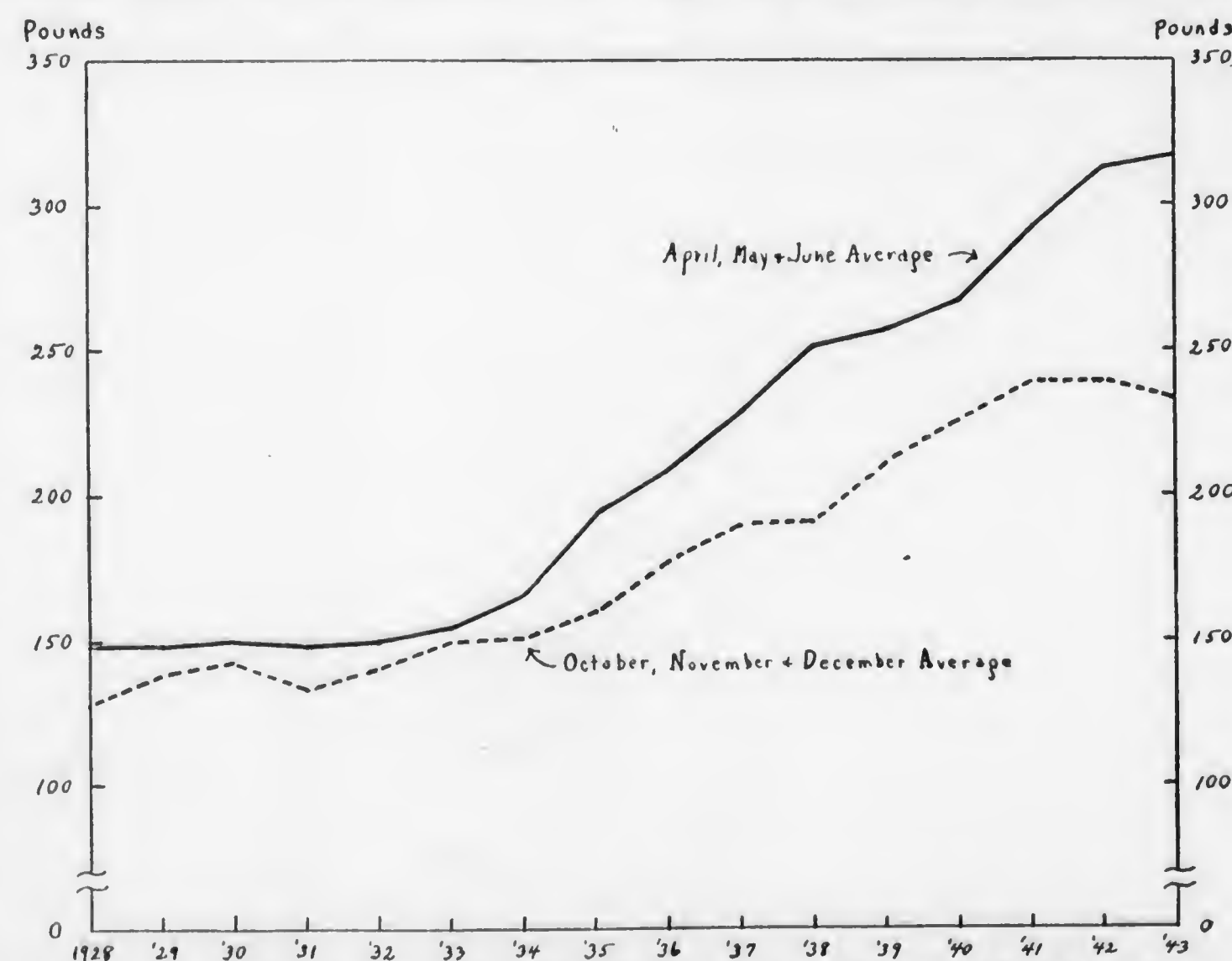
This high flush production has necessitated that quotas, under the War Food Administration order limiting the sale of milk, cream and by-products to consumers, be increased during May and June. The June quota for fluid milk is 110 percent of last June's sales. By-products quotas were raised to 120 percent of last June, while the cream quota is 100 percent. In

addition, ice cream quotas were raised to 85 percent of the milk solids used in ice cream during the base month, but are to be reduced to 75 percent during July.

Another effect of the high flush production has been to create false optimism concerning the milk supply. Dairymen well know that the same factors which cause a high flush tend to result in low fall production. While nationwide milk production during March exceeded March last year slightly, April production dropped under April of last year. April production for the Philadelphia market exceeded April last year by only seven-hundredths of one percent. Certain dealers have expressed concern over the possibility of short supplies during the remainder of the summer and fall.

Butter production has shown a slight improvement recently, running 8 percent under the corresponding period in 1943. However, production for the month of April, according to official reports, was the lowest since 1935. According to the "Producers' Price Current," a recent slight improvement in supply, along with a lack of interest on the part of consumers, especially hotels and restaurants, has enabled consumers to obtain enough butter to meet the reduced demand.

Government set-aside orders require that the following percentages of the various dairy products



Comparison of Spring and Fall Deliveries to Three Philadelphia Dealers—1928-1943, Shown as Average Daily Delivery per Shipper

manufactured during June be made available for government purchase: creamery butter, 50 percent; roller process non-fat dry milk solids, 50 percent; spray process non-fat dry milk solids, 75 percent; and American cheese, 60 percent. American cheese production during May showed a very marked seasonal gain, reaching the week ending June 1, a level 4 percent above a year earlier.

April production of evaporated milk of 318,200,000 pounds, according to the USDA "Evaporated, Condensed, and Dried Milk Report," was 10 percent above April, 1943, and 27 percent above the 5-year April average. Likewise, the same report shows that the April production of spray process non-fat dry milk solids of 25,750,000 pounds was 6 percent above April, 1943, and that the April production of roller process non-fat dry milk solids of 33,500,000 pounds was 65 percent greater than April production in 1943. The four months, January to April, production of spray process powder was about the same as last year, but the production of roller process powder increased 37 percent over last year.

Production of dry whole milk has been the highest on record, with the April production of 15,950,000 pounds amounting to 5 times the 5-year April average production. On the other hand, non-fat dry milk solids for animal feed reached only 10 percent of the 5-year April average. A report was published in the May 31 issue of the "Dairy Record"

to the effect that the ceiling price of non-fat dry milk solids for animal feed will soon be raised by OPA.

Milk prices during May, according to official reports showed little change, although large supplies in some areas forced the extra milk into lower priced products and brought about a reduction in the blended prices.

The decline in the average price of cream in the Philadelphia market from \$24.01 in April to \$23.56 in May resulted in approximately a 4-cent decline in the Class II price. The price of cream approved for Pennsylvania, Newark and Lower Merion Township averaged \$24.00 per can during the week ending June 10 and cream approved for Pennsylvania only averaged \$22.75. This was the same as the average for the preceding two weeks, but represented a small decline compared with the first three weeks in May.

Meeting Calendar

June 20—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
June 27—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
July 11—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.

Switzerland Has Own Dairy Problems

Milk supplies are shrinking in Switzerland, according to a report from the Official Information Bureau of Switzerland. This is primarily due to the fact that a scarcity in feed has forced farmers to reduce the number of their cattle. Between the outbreak of the war in 1939 and the Spring of 1943 the number of cows has decreased almost 11 percent. Since then, due to the ensuing dry summer season, a further reduction has taken place. Fortunately a government decree stipulates that the least productive animals have to be slaughtered first. It also restricts the fattening of calves.

Compared with pre-war figures the national consumption of milk has not decreased but rather increased since its rationing. In recent months, it has, however, become necessary to transport some 175,000 quarts of milk daily from milk-rich to milk-poor districts.

Of the total of 24,620,000 hundredweights of milk produced in Switzerland during 1943 about 40 percent was used for manufacturing purposes, 30 percent was reserved for civilian consumption, about 15 percent was retained by the producers and the remainder served for the rearing and fattening of cattle.

Horace F Temple
INCORPORATED
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WEST CHESTER 3, PENNSYLVANIA

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Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department. Your advertisement should reach us by the 10th of the month.

Soybean Seed

FOR SALE: Dairymen—There is still time to grow soybeans for your own protein feed. Soybean seed—\$2.00 per bushel. Bring bags. Russell Jones, Westtown, Pa. Phone: West Chester 2144.

Is HOT WATER hot enough?
PLAY SAFE-DISINFECT UTENSILS WITH **DIVERSOL**

Hot water, as used on the farm, is seldom hot enough. To kill milk-spoiling bacteria, the temperature of the water must exceed 180° F. with time of contact 3-5 minutes. Tests have proven it almost impossible to keep water that hot on the farm. Play safe with quick-acting, dependable DIVERSOL. Use in cold or hot water . . . won't rust utensils . . . approved by Health Authorities . . . used by leading dairy plants. Ask your Hauler to bring you a supply. The Diversey Corporation, Chicago 4.

CLEAN UTENSILS FIRST WITH **DUMORE**

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

FOR SALE:—Pure-bred Guernsey Bull, year old May 30, 1944. Sire—Sherwood Forest Flash, Dam—May King's Gippy Lady, grandson of Coronation Potentate A. R., who sold for \$4550. Coronation Potentate is half-brother to Green Meadow Peerless, dam from World's Fair herd. Dr. R. B. Hunsberger, 9th Ave., Collegeville, Pa.

HELP CHECK WASTE

Sanitize milk utensils with **B-K**
CHLORINE BACTERICIDE

Help reduce milk waste by sanitizing utensils with B-K. Let B-K help you keep bacteria count low . . . today . . . every day.

Dept. IM B-K Division
PENNSYLVANIA SALT MANUFACTURING COMPANY
1000 Widener Building, Philadelphia 7, Pa.

Sprouting raw soybeans with moist heat increases their nutritive value.

Why a Farmer Should Buy and Keep War Bonds

Written by **Dr. G. W. Hedlund**,
Head, Department of Agricultural Economics, Pennsylvania State College, for the War Finance Division, U. S. Treasury Department, in its Fifth War Loan Drive.

There are many compelling reasons why farmers should buy War Bonds. But there is one reason, often overlooked during times like the present, which I believe is fundamental to the individual farmer. That reason is: Farmers should buy War Bonds now to protect their personal financial position against falling prices at some future time.

The typical farmer has most if not all of his funds invested in his farming business. In other words, he has investments in real estate, livestock, equipment and other items that go to make up the usual farm business. Relatively few farmers have sizable investments outside of the farm. Farm investments are excellent hedges against inflation. By that I mean that when prices in general rise, usually the prices of farms, livestock and equipment also rise to some extent, so that the purchasing power of the investment changes but little. Therefore, investments in farms retain their purchasing power better than investments in fixed dollar securities in times of rising prices. It is for this reason that many non-farmers have been purchasing farms during recent years. By so doing they are attempting to buy something whose price will increase as prices in general go up.

But investments in farm real estate and other farm property do not offer protection or hedges against price declines. When prices of farm products decline, the prices of farm land and other farm property also decline. To make matters worse, net farm income declines more than almost anything else. Farmers must look elsewhere to protect themselves against deflation or price declines.

The fact that most farmers are well hedged against inflation but are rather poorly hedged against deflation is one very sound reason why farmers should purchase War Bonds at this time. By purchasing bonds they will partially hedge their finances against decreases in prices. They are already hedged against price increases. By being hedged on both sides, individual farmers will be in the safest position to weather the future, regardless of the trend in prices.



ANYBODY YOU KNOW?

IT'S JUST a bent and twisted piece of metal lying in the mud of Italy—that identification tag you see above.

It's also a young life snuffed out like a candle in the wind, a mother's heart near to breaking.

Yes, it's all these things. But it is also a fighting American who stopped a bullet aimed at the heart of America! How can we lie comfortably in our beds at night with his last scream still circling outward in space, calling upon us to stand fast, to fight, to carry on until the last fascist is driven from the earth?

The conscience of America demands that none of us rest until we have done our utmost to match the sacrifices of those boys who are giving their utmost—their very lives!



If you think you can't afford to buy more Bonds, just consider that that boy in Italy couldn't afford to give his life, either. And his mother couldn't afford to give him... or his father or his sweetheart.

FIND A WAY! BUY MORE THAN BEFORE! The crucial hour is at hand. The greatest Drive for Dollars in all history cannot wait—the Government needs the money urgently—Now!

When a Victory Volunteer comes to your door during the 5th War Loan, asking you to increase your Bond purchases, remember he is taking time from his work to help bring Victory that much closer. Don't put him off. Don't make him come back. Be ready! **BUY MORE THAN BEFORE!**

5 REASONS FOR INCREASING YOUR WAR BOND PURCHASES

1. The tempo of this war is hitting its highest point. Government expenditures for war are at the peak. **MORE MONEY IS NEEDED... NOW!**
2. In proportion to **WHO HAS THE MOST MONEY**, individuals are not buying their share of War Bonds. America must correct this situation.
3. War Bonds provide the farmer and rancher with the financial reserve he must have to survive the ordinary ups and downs of farming as a business.
4. Money will be needed urgently at a future date to replace and repair farm equipment, machinery, and buildings. War Bonds will provide it.
5. War Bonds are the safest investment in the world, return a good rate of interest, are easy and convenient to buy... from bank, post office, rural mail carrier or Production Credit Association.

Back the Attack! BUY MORE THAN BEFORE!

Inter-State Milk Producers Review

This is an official U. S. Treasury advertisement—prepared under auspices of Treasury Department and War Advertising Council

It is good business to keep only enough cows to use efficiently the available feed supply, sell poorest cows first.

Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK

Vol. XXV

Philadelphia 8, Pa., July, 1944

No. 3

✓
Agricultural Economics
New York State College
Ithaca, N. Y.

COOPERATIVE, Inc.



Photo by Allen

Converting Soil Fertility Into Food

OPA Law Extended Year Changes Limit Powers, Speed Action

THE Office of Price Administration (OPA) has been continued by Congressional action until June 30, 1945. The bill authorizing this extension was signed by President Roosevelt on June 30. No drastic change was made in the setup of OPA but several refinements were included in the new bill.

The farm groups at Washington, led by the National Council of Farmer Cooperatives, the National Cooperative Milk Producers' Federation (of which Inter-State is a member), the National Grange and the Farm Bureau were largely instrumental in getting most of these changes incorporated in the bill. In fact, the Federation, in its final recommendations to Congress, had proposed eight changes, seven of which were adopted in practically the same form or effect as proposed by the Federation, the eighth proposal of the Federation being, if anything, somewhat more stringent on OPA.

The Federation requested: (1) Extension of price control and stabilization legislation for only one year; (2) Prohibition of commodity subsidy programs after June 30, 1945; (3) A legislative curb on abuse of Government power by regulations; (4) Unlimited extension of the time allowed persons to file protests to the Price Administrator without losing their rights in court; (5) Right of citizens to have public records made in administrative hearings; (6) Lowering of the treble damage penalty; (7) Restoration of the full right of citizens to plead the invalidity of any regulation or order in defense against either criminal or civil suits brought against them by the Administrator and to appeal such actions from the Federal District Court to the Emergency Court of Appeals.

On the eighth point, the Federation asked for the speeding up of administration procedure in handling of complaints. The amended act requires the administrator to act decisively within thirty days after such filing or provide opportunity to present further recorded evidence.

The changes in this legislation are designed, primarily, to bring OPA procedures in line with accepted governmental administrative practices in this country and to prevent that agency from carrying on all three functions of formulating regulations, administering these regulations and passing judgment upon citizens alleged to be in violation of them. It is possible that the

new procedure may, in some respects, slow down decisions should a case be carried to court. At the same time it will require a substantial speeding up of action within OPA itself.

The harmony existing among farm groups in this program was gratifying to agricultural interests. This

unified program required some groups to give up changes which they felt were essential but by giving up certain desirable changes a bill was obtained which was passed by the Congress and approved by the President.

With the life of the act extended for only one year, the new Congress, which will be selected in next fall's elections, will have the responsibility of reviewing the entire matter in the light of the expressed wishes of the people.

Council Bulletin Series Will Tell The Truth About Cooperatives

AN ATTACK that will strike straight home to three out of every five farm operators in America has been launched by certain business and financial interests.

It would strike at these farmers by denying them the right to use their producer-owned and producer-controlled cooperatives on a cost-of-doing-business basis.

Farmers set up these cooperatives because they needed them.

They use them to provide services they need to carry on their farming operations—services that in most cases would not be practical for the individual farmer to provide for himself on his own farm.

There can be no doubt about this statement. The figures themselves prove it. Farming is a small business—and the average member of a farm cooperative requires the services of his cooperative to the extent of less than one thousand dollars



Since Nip and Tuck persist in putting both feet in the dish before eating and upsetting most of the milk, Billy Stouffer, son of J. R. Stouffer, Hagerstown, Md., decides to feed them in the yard.

The truth about cooperatives, their functions and how they operate is being set forth in a series of brief bulletins being published by the National Council of Farmer Cooperatives, 1731 Eye Street, N.W., Washington 6, D. C.

Information bulletin No. 1 "Shall The Family Farm Be Preserved," is printed herewith in full.

per year.

Yet the opponents of cooperatives, operating as they are behind a false front—for the officers and directors of this anti-co-op drive do not reveal the real forces back of it—would take from farmers the right to join with their neighbors to provide themselves on a sound basis with the services they need.

Such an attack threatens free enterprise right at a time when two opposing and contradicting philosophies are under test in America.

The newer of these philosophies looks to the national government to solve our problems, meet all emergencies, and to regulate and order the economic life of the individual.

The older and traditional philosophy calls for the individual to be strong and self-reliant, through the exercise of his own initiative and the application of his own courage and resourcefulness.

In American agriculture, the producer-owned and producer-controlled cooperative has been developed as a vitally important means by which the farmer, working with his neighbors, preserves and exercises his right of free enterprise. Without some such means of mobilizing their economic strength, farmers will become either the serf of other interests or a ward of the government.

If he lands in either position, **free enterprise in the United States will be dealt a death blow.** The very foundation of our economic life rests on the ownership and operation of land by the maximum number of freeholders.

Certainly if farmers are denied the

(Please turn to page 11)

Amended Milk Order Proposed Inter-State Takes Position on Suggested Changes

PROPOSED changes in the Federal marketing order for the Philadelphia market, known as Market Order 61, have been published by the War Food Administration. Interested parties have been given an opportunity to file exceptions to any of the proposed changes which may seem undesirable.

Most of the proposed changes are of a minor character and are designed to clarify the meanings of some of the provisions of the order. Others would have more or less effect on the method of determining the price and on the price itself.

Inter-State is, of course, adhering to the recommendations that were proposed at the hearings held in September and in March, the latter being a re-opening of the September hearing. Where the proposed changes in the order are in accord with Inter-State's recommendations, naturally no further position is taken, but in several other cases Inter-State has seen fit to take exception to the newly proposed provisions. These exceptions are being filed, in written form, with the War Food Administrator.

The order, in its proposed amended form, would assign various duties to the War Food Administrator, although the Marketing Agreement Act specifically assigned these to the Secretary of Agriculture. Inter-State has taken the position that the order should conform with the law and let the current executive decree take care of any temporary transfer in authority.

"Producer" Re-defined

The definition of the term "producer" has been simplified and the new approach to this definition is a distinct improvement. Tied in with this definition is the term "producer milk plant," which, through its definition, it is believed could open the way for including temporary emergency sources of supply as a permanent part of the market. Inter-State is asking, in its exceptions, that this latter definition be reconsidered, especially as it might be applied to emergency sources.

The classification and pricing of milk or cream that is transferred from one handler to another has been clarified in other proposed amendments and, it is believed, would definitely be helpful.

Inter-State takes exception, however, on the pricing provision of the proposed amended order, which remains unchanged in regard to

Class I milk and fails to make other changes in Class II price which had been requested by Inter-State. It is pointed out that the Marketing Agreement Act requires that the prices of milk in marketing orders shall reflect the costs of production and ample evidence on that point was presented at the two hearings.

The specific point on which Inter-State is taking exception, as applied to both classes, is that the order should carry prices which reflect the entire cost of production and that should governmental authorities decree that a part of this price shall be paid direct to producers through subsidy of any kind, the order price shall include such payments in the total specified price but may carry provisions allowing the deductions up to the amount of the subsidy from the prices which handlers shall return to producers. Thus, regardless of what happens to the subsidy program, the order will automatically reflect the proper price. This position was fully explained by Inter-State at the March hearing.

Class II Formula Improved

A change in the formula for calculating the Class II price would result, had it applied to June conditions, in an increase of about \$.20 per hundred pounds. This is due to the elimination of the price of non-fat dry milk solids used for animal feed (an almost non-existent product) from the formula in determining skim milk value.

Inter-State has also contended, in its exceptions, that the Class II price for the Philadelphia market should be kept in line with the New York Class II price and any change here be made effective at the same time as in the New York order.

The proposed amendments also provide for an emergency price on any part of the Class II milk used to make certain milk products, including evaporated milk, milk chocolate, milk powder and certain cheeses during the six-month period March through August. It is Inter-State's feeling that this proposed amendment should not be included because the subject was not in the call of nor discussed at the hearing.

It is also proposed that certain differentials, according to location of the receiving plant, be changed, which, depending upon the actual utilization of the milk by a handler, may affect milk prices slightly and also the final distribution of the value of the milk among producers.

On these matters, Inter-State reiterates its position that nothing should be done which would have the effect of reducing producer prices at this time and urges especially that the present three-cent extra receiving station differential, usually deducted, be removed, instead of leaving it optional with the dealer as at present. If this extra differential were abolished it would increase the price at receiving stations \$.03 per hundredweight. Adopting that differential would reduce the ceiling price at receiving stations by that amount. It was pointed out, also, that no evidence was placed upon the hearing record which would call for any changes in receiving station differentials that could adversely affect prices paid any producers.

Another proposed change in the order would place upon the handler the burden of proof that milk that came from producers was used in any class other than Class I.

Butterfat Differential Changed

Inter-State's proposal that the butterfat differential be increased from \$.04 per point to \$.05 per point is incorporated in the new order. This brings the differential more nearly in line with the actual value of butterfat.

These changes are not yet in effect—nor are they final. In fact, the WFA is obliged to study the exceptions presented to these proposed changes by any and all interested parties and to weigh the import of those exceptions against the testimony placed on the hearing records and against the provisions of the Marketing Agreement Act. The usual procedure is that these proposed amendments will be re-issued either in their present form or with further changes in them, according to the findings as contained in the various exceptions.

The final order as then prepared may be presented to handlers to sign as an agreement. It will also be presented to producers for consideration and if 75 percent of the votes cast favor the adoption of the order as amended it can, even if not signed by handlers as an agreement, be placed in effect as an amended marketing order by being given executive approval.

Inter-State members will be kept informed of any further developments in the proposed changes to the order.

ONLY BUTTER CAN BE BUTTER

INTER-STATE MILK PRODUCERS REVIEW

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401 No. Broad St., Philadelphia 8, Pa.

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Co-ops Did \$100 Million Business in Penna., in '43

A recent report from the Department of Agricultural Economics at Pennsylvania State College, prepared by Associate Professor J. K. Stern, reveals that 178 farmer cooperative organizations did business in Pennsylvania in 1943. These cooperatives have a membership of 89,325, with more than 163,000 patrons. They did approximately 100 million dollars worth of business during the year.

Leading in the number of organizations, number of members and number of patrons were the purchasing type of cooperatives. Milk marketing cooperatives, however,

led in the dollar volume of business, with 42 million dollars, as compared with 40 million by the purchasing cooperatives and 10 million by the egg and poultry cooperatives.

It is pointed out that naturally there may be some duplications in both membership and patrons, since many farmers find it to their advantage to belong to more than one cooperative.

Personal Glimpses

A recent issue of The DeLaval Monthly carried a full page article, with pictures, featuring the success of David Croshaw, Wrightstown, N. J., in adopting the rapid milking procedure which is being emphasized so extensively by milking machine manufacturers and dairy specialists.

Dr. F. B. Bomberger, 69 years of age, a member of the staff of the agricultural economics department, University of Maryland, died recently. He had been active at the University of Maryland from 1900 to 1930, following which he spent two years with the Federal Farm Board and ten years with the Baltimore Bank for Cooperatives, having returned to the University of Maryland in 1942.

On June 27, Miss Edna C. Shatzer, daughter of Mr. and Mrs. Russel J. Shatzer, Chambersburg, Pa., took the oath of enlistment in the Women's Army Corps. Upon completion of her basic training, Miss Shatzer will be assigned to the Army Air Forces as a chaplain's assistant.

H. Lester Oyler, Chambersburg, Pa., former Inter-State director, is now farm labor assistant of Franklin and Adams counties.

While Chester Supplee of West-town, Pa., was filling the gas tank on his pickup baler, a fire broke out and, it is reported, a neighbor "lost his shirt" as a result.

The hero of the all-star baseball game, held at Pittsburgh on July 11, was "Big Bill" Nicholson, star outfielder of the Chicago Cubs, National League team. He came to bat in the fifth inning as a pinch hitter, with the American League all-stars leading 1-0. His double drove in the tying run and a few moments later he came in with the run that put the National Leaguers ahead to stay. He is a son of A. E. Nicholson of Chestertown, Md.

On Saturday afternoon, June 24, Miss Lenore A. Koerner of Paradise Valley, Cresco, became the bride of Robert M. Crowl, son of Mr. and Mrs. Eben M. Crowl, Oxford, Pa.

Minds are like parachutes. They only function when they are open.

District Court Upholds Order in Wawa Case

A decision has been handed down by Judge Bard of the United States District Court for the eastern district of Pennsylvania, holding as improper the Wawa Dairy Farms' contention that they were entitled to a greater price differential on milk delivered at their plant in Wawa, Delaware county, than that allowed in Market Order 61 for Philadelphia.

The decision, unless appealed, will result in the payment by Wawa Dairy Farms of substantial amounts to producers who have been supplying that dairy since the inception of the Federal Market Order 61 on April 1, 1942, up to the present. The difference between the amounts Wawa contended were proper and the prices as determined by the Market Administrator have been placed in escrow each month.

Inter-State took an active part in pressing this case and although the case was brought by Wawa Dairy Farms against the Secretary of Agriculture, Inter-State sought and was granted the right as an intervener. A. Evans Kephart, Inter-State counsel, was active on the case, especially at the hearing before Judge Bard on the basis of which this decision was handed down.

They Guaranteed Own Pay

Back in 1939, according to a report reaching us, 27 New Jersey producers signed a paper which, in effect, guaranteed that if their milk dealer was unable to pay them for the milk they would pay themselves for it. This sounds screwy but it was the net effect of what happened.

The dealer was asked to file a \$5000 bond before he could obtain a milk dealer's license. The bonding company required an "indemnity agreement," so that if the bonding company had to make good they could go back on signers of this agreement for the money. We do not know why, but 27 of his producers, it is reported, signed this "indemnity agreement," thus guaranteeing that they would use their own money to pay themselves for their own milk should the dealer go broke.

The dealer went broke!
The bonding company was asked to pay up!
The farmers who signed the "indemnity agreement" were asked to pay up!

The whole mess landed in court!
The farmers "made good!"

It isn't what one used to be, it's what he is today that counts.



This picture of Pennsylvania's beautiful rolling hills was taken by Mrs. G. R. Lloyd, Quarryville, Pa., while on a vacation trip.

Farmer Committees Planned to Help OPA Good Will

A regional meeting was held by OPA at Harrisburg on June 30, to discuss with agricultural leaders some of the mutual problems of that office and farmers. Approximately 150 persons attended the meeting, with invitations having been sent to leaders in Pennsylvania, New Jersey, Delaware and Maryland.

The morning session was given over to talks by OPA leaders from the district and regional offices. A large part of the afternoon session was given to questions and answers.

The meeting showed a general dissatisfaction on the part of those present with the operations of OPA and especially indicated impatience with the delays in taking action on problems of vital importance to those affected.

It seemed generally apparent that little gain in understanding between OPA and the farmers was obtained through the meeting. It was announced, however, that it was OPA's desire to establish district and regional farmer committees who could thresh these matters out and develop an understanding which would be helpful to OPA in getting a better grasp of farm problems resulting from rationing and price control and in better understanding by the farmers of the purposes of and difficulties in administering this measure.

The Milk Problem Is "Exquisitely Complicated"

A legal opinion on milk matters has been written which is both interesting and philosophical. It was given by Judge Frank in rendering a decision arising from the operations of the Federal Marketing Agreement Act. Judge Frank writes, in part:

"Experience before and since the passage of that legislation has disclosed that the 'milk problem' is exquisitely complicated. The city-dweller or poet who regards the cow as a symbol of bucolic serenity is indeed naive. From the udders of that placid animal flows a bland liquid indispensable to human

health but often provoking as much human strife and nastiness as strong alcoholic beverages. The milking of animals in order to make use of their lactic secretions for human food was one of the greatest human inventions, but the domestication of milk has not been accompanied by a successful domestication of some of the meaner human impulses in all those engaged in the milk industry. The difficulties described as the 'milk problem' revolve in some considerable measure about the complex relations between the farmers and the 'handlers' who buy the milk from the farmers and sell it, in fluid or altered form, directly or indirectly through others, to the ultimate consumers. The resultant intricacies of milk-marketing have frequently led farmers and consumers—sometimes justifiably and sometimes not—to believe that they have been dealt with unfairly. . . .

"The milk problem is so vast that fully to comprehend it would require an almost universal knowledge ranging from geology, biology, chemistry and medicine to the niceties of the legislative, judicial and administrative process of government . . ."

Hearing on New York Order Scheduled for August

Word has been received that a hearing is likely to be held to consider changes in the New York Marketing Order No. 27 sometime in August. C. J. Blanford, market administrator of the New York order, has received word from Dr. T. G. Stitts, Chief of the Dairy and Poultry Branch of the War Food Administration, that the second or third week of August has been suggested for this hearing and advance notice is being made now, so that interested parties may make preparations for presentation of testimony at the hearing.

"The bhyes say ye licked poor Clancy, Mike. Sure, an' he niver hurt iny man's feelin's."

"He's a shnake in the grass," averred Mike. "The blackguard referred to me as his contimpery, and I'll be the contimpery to no man livin'!"

Collect May and June Subsidies Before July 31

Subsidies on May and June milk production may be collected from the county AAA committees any time during July, according to information we have received. It is important that application for these payments be filed before the end of July, in order to avoid complications in the collection of these moneys.

The rate of payment per hundred-weight is \$.45 for producers whose farms are located in Delaware, Maryland and Pennsylvania, and \$.55 if in New Jersey.

As in the past, it is necessary for each producer to present evidence of the amount of milk sold by him during the period covered by the payments. The application must be properly filled out and signed, upon which a draft will be issued to the individual producer.

Surplus Milk Moved to Manufacturing Plants

Special movement of surplus milk supplies during the flush production season resulted in the diversion of approximately 11,000,000 pounds into manufacturing channels, according to a report by Market Administrator Wm. P. Sadler.

This movement of milk was effected not only for the Philadelphia market but also for nine other marketing areas for which Mr. Sadler is market agent under the milk conservation order FDO 79. These areas are Harrisburg, Scranton-Wilkes Barre, Allentown-Bethlehem-Easton, Lancaster, Reading and York in Pennsylvania; Wilmington, Delaware; Trenton and Atlantic City in New Jersey.

Each of these market areas established a committee which worked with Mr. Sadler and his staff in developing plans for the movement of the seasonal surpluses into channels which would assure utilization of the milk in a manner that would contribute most to the war effort. It is reported that 5,648,000 pounds were made into powdered milk; 2,855,000 into evaporated milk; 2,857,000 into sugared skim condensed milk; 3,473,000 into plain and sugared whole condensed milk and 866,000 pounds into cheese curd.

The flush production season covered approximately sixty days, extending from April into June.

Mrs. Nuwed: "You promised me before we were married that you would never look at another woman."

Mr. Nuwed: "I thought you understood it was only a campaign promise."

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I May-June | Class II May | Class II June | Class III May | Class III June |
|-----------------------|-------------|------------------|--------------|---------------|---------------|----------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.212 | \$3.199 | \$2.584 | \$2.581 |
| Altoona | 9 | 3.70 | 3.117 | 3.101 | 2.526 | 2.522 |
| Huntingdon-Tyrone | 10-2 | 3.45 | 3.117 | 3.101 | 2.526 | 2.522 |
| State Wide | 11 | 3.50 | 3.117 | 3.101 | 2.526 | 2.522 |
| Lancaster | 14 | 3.73 | 3.135 | 3.120 | 2.526 | 2.522 |
| Reading | 15 | 3.70 | 3.135 | 3.120 | 2.526 | 2.522 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| May | I | IA | II | III | "A" Bonus |
|------------------------------|-------|----|-------|-------|-----------|
| Blue Hen Farms | 79 | x | 21 | x | — |
| Cream Top Dairy | 84 | 0 | 0 | 16 | — |
| Eachus Dairy | 72 | 0 | 28 | 0 | — |
| Everett Milk & Ice Cream Co. | 37.96 | 0 | 48.14 | 13.90 | — |
| Hoffman's | 50 | 8 | 42 | 0 | — |
| Penn Cress Ice Cream Co. | 40 | 0 | 60 | 0 | — |

| June | I | IA | II | III | "A" Bonus |
|----------------------|--------|----|-------|-----|-----------|
| Clover Dairy Company | 80.99 | x | 19.01 | x | — |
| Fram's Dairy | 90.118 | x | 9.882 | x | 89 |

| June | Norm | Cream |
|----------------|------|-------|
| Castanea Dairy | 100 | — |
| Scott-Powell | 100 | — |

Prices Paid for 4% Milk

| May | Location | Area | Price |
|------------------------------|-------------------|-------|---------|
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | \$3.730 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.53 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.67 |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10,22 | 3.23 |
| Hoffman's | Altoona, Pa. | 9 | 3.43 |
| Lancaster Milk Co. | Lancaster Market | 14 | 3.60 |
| | New York Market | — | 3.60 |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.35 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.55 |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.71 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 |
| Sylvan View Dairy | Lancaster, Pa. | 14 | 3.60 |
| Tri County Dairy | Honey Brook, Pa. | 1A | 3.54 |
| Chas. G. Waple Dairies | Tyrone, Pa. | 10,22 | 3.40 |
| Western Maryland Dairy | Rising Sun, Md. | — | 3.60 |

Feed Price Summary for June, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| Ingredients | June 1944 (\$ per T.) | May 1944 (\$ per T.) | June 1943 (\$ per T.) | % Change June, 1944 compared with May, 1944 | June, 1943 |
|------------------------|-----------------------|----------------------|-----------------------|---|------------|
| Wheat Bran | 51.30 | 52.15 | 50.75 | - 1.63 | + 1.08 |
| 16% Mixed Dairy Ration | 60.66 | 61.22 | 52.73 | - 0.91 | +15.04 |
| 24% | 64.67 | 66.50 | 56.75 | - 2.75 | +13.96 |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets continues at 4 cents a point.

A man's definition of a living wage depends on whether he is giving it or getting it.

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| May | \$3.93 | \$3.042 |
| June | 3.93 | 3.006 |
| July | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| May | \$3.83 | \$2.67 |
| June | 3.83 | 2.67 |
| July | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | °Dry Skimmilk |
|-----------|-----------|---------------|
| May | \$23.5625 | 12.7006¢ |
| June | 25.3594 | 12.5479¢ |

*—Per 40-quart can of 40 percent cream.
°—Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

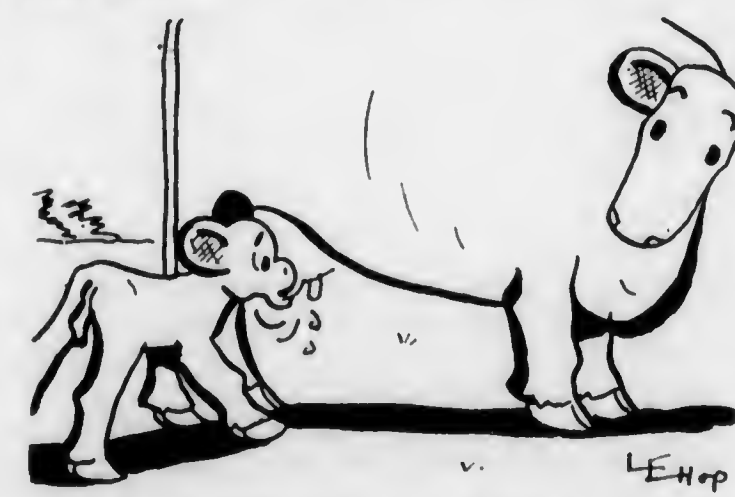
Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Two Dairy Scientists Receive Borden Awards

The annual awards made by the Borden Company to outstanding dairy scientists each year were made to **Dr. A. C. Dahlberg**, professor of dairy industry at Cornell University, and **Dr. Paul H. Phillips**, professor of biochemistry at the University of Wisconsin. Each of them received \$1,000 and a gold medal, the presentations being made at the meeting of the American Dairy Science Association at Columbus, Ohio.

Dr. Dahlberg's award was in recognition of his research on cream, ice cream, pasteurization and similar problems. Dr. Phillips received his honor for his work in the fields of reproduction problems in dairy cattle, vitamins and nutrition of calves and the effects of various flourine levels in dairy cattle feeding.

4-H club boys and girls engaged in baby beef and lamb projects will hold a southeastern Pennsylvania show and sale at the Lancaster stock yards on December 12-14. The young folks are now busy selecting and starting their animals for this show.



"They say every child should have a quart of milk each day!—You say 'when', Mom!"

Prices 4% Milk, May and June

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during May and June, 1944.

| Handler | Plant Location | Location Differential | May Price | June Price | Handler | Plant Location | Location Differential | May Price | June Price |
|----------------------------|-----------------------------|-----------------------|----------------|----------------|------------------------|--------------------|-----------------------|-----------|------------|
| Market Average | f.o. b. Philadelphia | — | \$3.776 | \$3.771 | Quinn's Dairies | Philadelphia, Pa. | — | \$3.888 | \$3.892 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.842 | \$3.832 | Rosenberger's Dairies | Hatfield, Pa. | 13 | 3.674 | 3.709 |
| " | Curryville, Pa. | 339 | 3.473 | 3.463 | Schillinger's Dairies | Philadelphia, Pa. | — | 3.926 | 3.915 |
| " | Easton, Md. | 283 | 3.529 | 3.519 | Scott-Powell Dairies | Philadelphia, Pa. | — | 3.822 | 3.779 |
| " | Goshen, Pa. | 241 | 3.571 | 3.561 | " | Ardmore, Pa. | — | 3.822 | 3.779 |
| " | Oxford, Pa. | 227 | 3.585 | 3.575 | " | Biglerville, Pa. | 276 | 3.516 | 3.503 |
| " | Port Allegheny, Pa. | 416 | 3.396 | 3.386 | " | Clayton, Del. | 241 | 3.551 | 3.508 |
| " | Spring Creek, Pa. | 451 | 3.361 | 3.351 | " | Fairdale, Pa. | 318 | 3.474 | 3.431 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.947 | 3.883 | " | New Holland, Pa. | 234 | 3.558 | 3.515 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.906 | 3.861 | " | Snow Hill, Md. | 304 | 3.488 | 3.445 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.825 | 3.944 | " | York Springs, Pa. | 276 | 3.516 | 3.510 |
| Bedminster D'ymn's Ass'n. | Bedminster, Pa. | 22 | 3.572 | 3.749 | Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.347 | 3.272 |
| Bergdoll's, John C. Dairy | Boothwyn, Pa. | 09 | 3.659 | 3.665 | " | Center Port, Pa. | 248 | 3.069 | 2.994 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.679 | 3.602 | Suburban Dairies | Manoa, Pa. | — | 4.057 | 3.979 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.838 | 3.806 | Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.760 | 3.790 |
| " | Richlandtown, Pa. | 227 | 3.581 | 3.549 | " | Bedford, Pa. | 332 | 3.398 | 3.428 |
| Brookmead G'ms'y Dairies | Wayne, Pa. | 07 | 3.870 | 3.838 | " | Chambersburg, Pa. | 297 | 3.483 | 3.481 |
| Brown's Dairy | Glenide, Pa. | 07 | 3.907 | 3.950 | " | Hagerstown, Md. | 304 | 3.475 | 3.474 |
| Buck's Co. Farms Dairies | Morrisville, Pa. | 22 | 3.609 | 3.621 | " | Harrington, Del. | 262 | 3.468 | 3.498 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 3.890 | 3.831 | " | Huntingdon, Pa. | 332 | 3.398 | 3.428 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.798 | 3.798 | " | Leaman Place, Pa. | 234 | 3.496 | 3.526 |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.347 | 3.349 | " | Lewistown, Pa. | 311 | 3.419 | 3.449 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.968 | 3.886 | " | Mercersburg, Pa. | 311 | 3.419 | 3.449 |
| Crystle, Wm. H., Dairy | Chester, Pa. | 07 | 3.653 | 3.495 | " | Mt. Pleasant, Del. | 227 | 3.503 | 3.533 |
| Darlington Bros. | Darling, Pa. | 09 | 3.918 | 3.814 | " | Princess Anne, Md. | 297 | 3.433 | 3.463 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.717 | 3.736 | " | Townsend, Del. | 234 | 3.496 | 3.526 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.524 | 3.485 | " | Worton, Md. | 255 | 3.475 | 3.505 |
| Engel Dairy | Philadelphia, Pa. | — | 3.964 | 3.926 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.762 | 3.808 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.737 | 3.737 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.725 | 3.766 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.704 | 3.610 | Taylor's Dairy | Jenkintown, Pa. | 234 | 3.448 | 3.410 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.516 | 3.527 | Turner & Wescott | Glenroy, Pa. | — | 3.757 | 3.880 |
| Gardenville D'ymn's Ass'n. | Gardenville, Pa. | 13 | 3.773 | 3.725 | Walnut Farms Dairy | Philadelphia, Pa. | — | 3.781 | 3.832 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.857 | 3.865 | Warners Dairy | Berwyn, Pa. | 09 | 3.595 | 3.615 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.837 | 3.845 | Wawa Dairy Farm | Wawa, Pa. | 09 | 3.916 | 3.907 |
| Gorman Dairies | Newtown, Pa. | 07 | 3.702 | 3.856 | Willow Ridge Farm | Hatboro, Pa. | 09 | 3.708 | 3.811 |
| Greentree Creamery Ass'n. | Obelisk, Pa. | 22 | 3.649 | 3.648 | Wilmer Dairies | Conshohocken, Pa. | 07 | 3.658 | 3.691 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 3.940 | 4.006 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.866 | 3.867 |
| Grubbs Dairies | Media, Pa. | 07 | 3.752 | 3.807 | Witchwood Dairy | Spring House, Pa. | 11 | 3.866 | 3.867 |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.865 | 3.982 | | | | | |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.755 | 3.691 | | | | | |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.769 | 3.792 | | | | | |
| " | Brandtsville, Pa. | 276 | 3.463 | 3.486 | | | | | |
| " | Byers, Pa. | 22 | 3.519 | 3.542 | | | | | |
| " | Carlisle, Pa. | 276 | 3.463 | 3.486 | | | | | |
| " | Hurlock, Md. | 283 | 3.456 | 3.479 | | | | | |
| " | Massey, Md. | 241 | 3.498 | 3.521 | | | | | |
| " | Millville, Pa. | 332 | 3.407 | 3.430 | | | | | |
| " | Sudlersville, Md. | 248 | 3.491 | 3.514 | | | | | |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.743 | 3.668 | | | | | |
| Hill Crest Farms | Boiling Springs, Pa. | 276 | 3.437 | 3.362 | | | | | |
| Holiday Dairy | Eddington, Pa. | 09 | 3.766 | 3.806 | | | | | |
| Homestead Guernsey Farm | Norristown, Pa. | 11 | 3.698 | 3.684 | | | | | |
| Hutt's Dairies | Chester Heights, Pa. | 11 | 3.675 | 3.696 | | | | | |
| Individual Dairies | Philadelphia, Pa. | — | 3.831 | 3.918 | | | | | |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.887 | 3.968 | | | | | |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 4.167 | 3.893 | | | | | |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.617 | 3.625 | | | | | |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | x3.830 | x3.880 | | | | | |
| Marmer, John | Bryn Mawr, Pa. | — | 3.890 | 3.902 | | | | | |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.902 | 3.924 | | | | | |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.686 | 3.717 | | | | | |
| Meyers Dairies | Ambler, Pa. | 09 | 3.746 | 3.711 | | | | | |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.775 | 3.764 | | | | | |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.930 | 3.947 | | | | | |
| Montg-Berk Dairy Co. | Boyertown, Pa. | 227 | 3.617 | 3.596 | | | | | |
| Nelson Dairies | Norristown, Pa. | 09 | 3.749 | 3.726 | | | | | |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.890 | 3.915 | | | | | |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.554 | 3.493 | | | | | |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.777 | 3.797 | | | | | |
| Penn-Reed Milk Co. | Belleville, Pa. | 318 | 3.247 | 3.278 | | | | | |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.768 | 3.890 | | | | | |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

| | June, '43 | May, '44 | June, '44 |
|--------------------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.069 | 3.162 | 3.126 |
| Weighted average price | 3.775 | 3.776 | 3.771 |
| Class I, pounds | 70,237,710 | 69,680,140 | 67,999,380 |
| Class II, pounds | 19,055,646 | 25,241,071 | 21,584,281 |
| Total pounds | 89,293,356 | 94,921,211 | 89,583,661 |
| Class I, percent | 78.66 | 73.41 | 75.91 |
| Class II, percent | 21.34 | 26.59 | 24.09 |
| Average butterfat test, % | 3.79341 | 3.84851 | 3.79237 |
| Number of producers | 9,609 | 9,503 | 9,586 |
| Pounds per day per farm | 310 | 322 | 312 |
| Value, 4% basis, f.o.b. Philadelphia | \$3,370,823.34 | \$3,584,454.91 | \$3,375,412.36 |

Secondary Markets

Trenton

Production in the Trenton area is decreasing, according to the reports made at the meeting of the Trenton Inter-State Milk Market Committee on June 27. More recent reports show the continuation of this trend.

A feature of this meeting was a presentation of a "Food Production Award Citation" to the producers supplying Castanea Dairy, the award being made by Willard H. Allen, New Jersey's Secretary of Agriculture.

The award recognizes the achievements of these producers in maintaining their production during 1943 in the face of shortages of farm labor and supplies and higher feed costs and cow prices. It was described as an outstanding service in the war food program. The citation was signed by Governor Walter Edge and Secretary Allen.

Several new members have been added to Inter-State in this area during the past few months.

South Jersey

Inter-State's members in District 23 (Gloucester, Salem and Cumberland counties, N. J.) will be pleased to learn that the only member from this district who withdrew from Inter-State during the 1944 withdrawal period has again signed up as a member.

Congratulations to this member whose return to our organization shows his appreciation of what Inter-State is doing and his willingness to be a part of this program.

Lancaster

Drought conditions in the Lancaster production area have resulted in a rather sharp drop in production. Pastures can no longer be relied upon for any substantial amount of feed and many dairymen are resorting to almost a winter feeding schedule. Present conditions indicate a shortage of milk during the fall and early winter.

The June meeting of the Lancaster Market Committee discussed the sharp seasonal variations in production and the need for stepping up production during the fall months in order to meet the needs of the market at that time, at the same time trying to reduce the spring surpluses.

Market Manager C. E. Cowan attended a delegate meeting of the

Metropolitan Cooperative Milk Producers Bargaining Agency on June 26, in the interest of producers in the Lancaster area whose milk goes to the New York market. Incidentally, announcement has been made that a hearing on the New York order will be held sometime in August. See page 5 for further details.

Altoona-Huntingdon

The market committee, at its July meeting, discussed the production situation, which shows a fairly sharp dropping off in supplies as compared with the season's peak. They reported, further, that only a very small amount of milk was not marketed during the flush season of May and early June.

It was reported at this meeting, too, that some buyers in the market had paid a slightly different price for Class II milk than provided in the Control Board orders.

Present plans call for the holding of a meeting of the entire advisory committee at Hollidaysburg in August, the tentative date being Wednesday, August 9.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during June, 1944.

| | |
|-------------------------------|------|
| Farm Calls..... | 950 |
| Non-Farm Calls..... | 184 |
| Butterfat Tests..... | 4343 |
| Plants Investigated..... | 47 |
| Herd Samples Tested..... | 161 |
| Brom Thymol Tests..... | 484 |
| Microscopic Tests..... | 114 |
| Membership Solicitations..... | 337 |
| New Members Signed..... | 43 |
| Meetings..... | 20 |
| Attendance..... | 1205 |

G.I.'s Get Their Milk

"Milkman in Italy" is the title of the cover picture on the June 23 issue of YANK, army weekly, "By the men—for the men in the service." This cover showed a bearded and heavily armed GI sitting at the right flank of a cow and milking into his helmet. It looked, too, as though he were using another helmet for a milking stool. It seems sure that whoever this GI is he will be a milk customer when he again takes his place in civilian life.

It is one thing to itch for something, and it is another thing to scratch for it.

"Lost Member" Dept.

The current addresses of 17 ex-members of Inter-State are unknown to this office. Mail addressed to practically all of these former members has been returned because of unsatisfactory address and, in many cases, checks in redemption of their stock in Inter-State await these persons. If you can supply us with a better address for any of these former members, please send it to us. The list, including last known addresses, follows:

C. D. Bailiff, Elkton, Md., R. 4
Virgie Birch, New Church, Va.
John Bittinger Estate, Chambersburg, Pa.
J. H. Collins, Northeast, Md.
Harry J. Dilworth, Avondale, Pa., R.D.
M. P. Edwards, Queenstown, Md.
J. Nelson Jones, Glenmoore, Pa.
R. M. Kincaid, Park Soc. Hotel, Detroit, Mich.
J. U. Krouse, Schwenksville, Pa., R. 2
Kruger Brothers, Lancaster, Pa., R. 6
Del Lynam, Townsend, Del.
H. H. McMullen, Pottstown, Pa., R. 4
William J. Quigley, Jr., 6600 Dickes Street, Philadelphia, Pa.
Susie J. Spidle, Hagerstown, Md., R. 7
G. Lester Spry Estate, Centerville, Md.
John Whitehead, Bustleton Ave., Philadelphia, Pa.
Harry Woodington, Newportville, Pa.

In addition, letters returning the membership fees of several producers whose applications for Inter-State membership were not accepted have been sent back to us by the Post Office. The list follows:

Walter V. Cain, Conestoga, Pa., R. 4
Ed. S. Felmey, Bridgeton, N. J.
Joseph Fodor, Cream Ridge, N. J.
C. G. Gipe, Chambersburg, Pa.
C. L. Grove, Martinsburg, W. Va.
H. L. Hockenberry, Spring Run, Pa.
John W. Jones, Odessa, Del.
Ciro LaBarca, Hopewell, N. J., R. 1
Grove S. Lew, Waynesboro, Pa.
Richard E. Lippincott, Vincentown, N. J.
Fred Mantel, Browns Mills, N. J.
Elizabeth Miller, Robbinsville, N. J.
Harley Smith, Pemberton, N. J.
John H. States, Marlborough, N. J.

Speaking of the speed with which Henry Kaiser has been building ships for the Government, it is said that a society lady was recently asked to officiate at the christening of a new vessel. She was led out upon a high platform, and Mr. Kaiser placed a bottle of champagne in her hand. "Get Ready!" he instructed.

The lady glanced over the platform railing and saw only the keel of a vessel being placed far down below.

"But, Mr. Kaiser," she objected. "There is no vessel here for me to christen!"

"It'll be up in a minute!" he said, excitedly. "Start swinging!"

"Our chemists wise, it comes to pass, Are making milk from grain and grass;

But lovers of this fluid say They still prefer the udder way."

With Reference To Conference

Affiliated Dairy Council Units Hold Annual Meeting

PLACE: Chicago. Time: June 26-27-28. Temperature: the highest since Mrs. O'Leary's cow gave the Windy City a hot foot.

In that place on those days and in that heat, two different groups of delegates met, conspired, perspired, and left with an increased feeling of unity and bright hopes for the future. One group was the Republican Party, which, in case you haven't heard, nominated Tom Dewey—much to nobody's surprise. The other was composed of Dairy Councilors from all over the United States, who met at the Edgewater Beach Hotel for their annual summer conference. It is possible that the Republicans surpassed us in attendance—but certainly not in enthusiasm.

Held under the competent guidance of the National Dairy Council, this yearly get together of the forty or more affiliated units operating throughout the country always proves to be a real "shot in the arm" for all the workers who attend. The opportunity to talk shop with others serving the same cause—the interchange of ideas and methods—the realization that the Dairy Council program is truly national in scope—these and many other factors tend to make the conference a real tonic.

Spirit Excellent Despite Heat

This year's parley was no exception. The spirit was excellent, the speakers were outstanding—and the heat was terrific. (You'll have to be patient if uncomplimentary allusions to the temperature creep into this essay from time to time. Your reporter happens to be one of those people who, as soon as the mercury passes 85, becomes a reasonable facsimile of a goldfish out of water—and Chicago's blast-furnace breezes left a mental scar.)

Let us repeat—the conference was swell. Maybe you would be interested in a brief synopsis of who said what, if we don't drag it out too much. Just once over lightly:

Dr. J. M. Sherman, Chief of the Department of Dairy Research at Cornell University, presented the highlights of recent research in dairy science. Possibly the most thought-provoking of his many interesting remarks was the suggestion that dairy technologists get together with milling and baking experts to evolve a method of including more milk solids in the preparation of bread and other

baked goods.

Dr. Julia O. Holmes, Professor of Nutrition Research at Massachusetts State College, told in detail of the latest findings in the field of general nutrition. To any but the nutritional experts, Dr. Holmes was a bit bewildering—the way she tossed the riboflavins and multi-lettered vitamins around—but from the frenzied note-taking which took place among the assembled nutritionists, it was obvious that she was passing out enough vital statistics to keep the girls supplied for some time.

The dairy industry has an especial interest in certain phases of nutrition research, such as the very vital question of comparative values in butter fats and vegetable oils, and the good or bad effects of milk and chocolate in combination. Mrs. Ethel Austin Martin, Director of Nutrition Service for the National Dairy Council, told the conference of the progress being made in these various fields of experimentation, and indicated that some interesting and valuable facts should soon be available.

Post-War Plans Discussed

An unusual and very helpful session was the one devoted to a consideration of ways and means of making Dairy Council work more effective. Since contacts are made through certain major groups, a representative of each of these groups was invited to express opinions as to a proper approach in presenting the Dairy Council message. An outstanding physician



The cow in this picture doesn't look quite as contented as a cow should, but, rather, slightly concerned, as her day-old offspring starts out on its own. This cow and calf belong to Ira J. Savage of Langhorne, Pa.

spoke for the professional field, a school supervisor for educational activity, a public relations counselor for general consumer groups, and a popular mid-west broadcaster for the radio listeners. It was worth attending the conference for this series alone, especially since the emphasis was on post-war problems and plans. Throughout the three days of discussion, the feeling was prevalent that the dairy industry's future depends on the preparation it makes for the difficult adjustment period which will follow the war, and that no time should be lost in laying a framework for that future. The Dairy Council's part in building such a structure is obvious, and the foundation was most certainly poured in Chicago.

That about covers the outside talent imported for the occasion. The rest of the time was devoted to group discussions of new material, open forums on current Council problems and running up to the room to change into a dry shirt. There wasn't a dull moment from the opening gavel rap till adjournment, and those who attended as representatives of the Philadelphia Inter-State Dairy Council came away with new contacts, new ideas and new enthusiasm for the work here at home.

Competing With Republicans

As for the heat, there's some consolation in the thought that the delegates to the Republican National Convention were probably hotter than we were. Besides, the last couple of days have brought out the fact that Chicago isn't the only place that makes one gasp like a tankless goldfish—Philadelphia, too, can be hot!

A young Brooklyn soldier was on maneuvers in Oregon. Having a few minutes to himself after evening chow, he strolled out into the woods and soon came back with a handful of rattlesnake rattles.

"Where in the world did you get them?" gasped his alarmed companion.

"Off'n a woim," replied the lad from Brooklyn.

"Don't cry, honey," pleaded Boat-swain Botsford, as he awkwardly patted his girl's shoulder. "Honest, I ain't got a girl in every port. I ain't been in every port."

Your Cooperative Has A Public Responsibility

By G. W. Hedlund, *Head of Department of Agricultural Economics,
Pennsylvania State College*

PERHAPS it is because farmers' cooperatives are still in their youth that too little attention has been paid to their responsibility to the public. Perhaps the cooperatives have had too many other things to do to allow time or funds to be used in fulfilling such responsibility. Or it may be that we have not recognized that farmers' cooperatives have any responsibility to the public at large.

The course of events in recent years has demonstrated that cooperatives must be understood by the public if they are to continue to perform services so greatly needed by farmers. If any added proof were needed, one need only recall some of the statements made in support of the requirement that cooperatives make an information return to the Department of Internal Revenue.

I have listed what I consider some of the important responsibilities of cooperatives.

1. Responsibility for not becoming monopolistic or dictatorial, or asking for special privileges. It has been proved over and over again that it is virtually impossible for a cooperative to gain a monopoly. The effort has been made often enough for us to conclude that success is unlikely. Nor would it be desirable if it could be done. So why waste effort in trying to gain a monopoly and harvest only the ill will of many members and the public? If cooperatives cannot render service to their members without special privileges, there is a question whether or not they should be in existence. Cooperatives should be awake to opportunities and get in on the ground floor in many fields, but there is no place for their having the privilege to do something while private operators in the same business are barred.

To date federal income tax provisions for cooperatives are different from those which apply to private businesses. This results from the differences in organization and the fundamental concept that a cooperative can make no profits. A private business that makes no profit pays no income tax. The cooperatives can justify their position only so long as they have no profits.

2. Responsibility for not im-



plying that all business should be cooperative. Some of us believe that the only economy in which a cooperative can function and thrive is an economy of free enterprise. That means that individuals and corporations have the same right to operate as a cooperative. That being the case, there is room for efficient units regardless of the type of ownership. Implying that all business should be cooperative gets the cooperative movement nowhere and only makes enemies and invites criticism.

3. Responsibility for seeing that all farmer cooperatives comply with the laws and are in fact cooperative. Most of us have known organizations which, although incorporated as cooperatives, have failed to remain truly cooperative. Their continuation is not an asset to the cooperative movement and the sooner they are weeded from the cooperatives ranks, the better. Perhaps the new requirement that farmers' cooperatives report to the Department of Internal Revenue may help in this respect even though it may get some cooperatives into difficulty.

4. Responsibility for seeing to it that the farmers' cooperatives are democratic. Farmers' cooperatives can be justified only if they are farmer-owned and farmer-controlled. There is little to be gained and much to be lost by operating organizations as cooperatives if they are owned or controlled

by management, or by a "permanent" board of directors, or by people outside of the cooperative. This applies whether the actual owners or controllers are altruistic individuals or dealers who wish to use the cooperative for private gain. One of the practical benefits of cooperatives is the opportunity they provide for the practice of democracy. To realize this benefit it is the responsibility of the cooperative to be truly democratic.

5. Responsibility for educating the public in the theory and practice of cooperation. No one can do this as well as the cooperatives themselves. Unless the cooperatives do it, little will be done. This is not to say that nothing is being done. But much more needs to be done. In doing so we can emphasize the cooperative method by using the terms "patrons, services and savings" rather than "customers, sales and profits." Too many people believe that farmers' cooperatives are something different from what they are. To some people they are monopolies. To others they represent the development of socialism or some other economic organization that must be destroyed. Not only do some people believe these things to be true, but there are those who are encouraging such beliefs. If farmers' cooperatives are to be fairly represented to the public, they must be willing and able to spend time and funds in presenting themselves to the public. This costs money, but it must be spent and is a legitimate cost of doing business.

6. Responsibility for living in peace and harmony with one another and insofar as possible with industrial and labor organizations. Nothing is so disturbing to some of us who are not directly associated with a cooperative as to see two or more cooperatives with the same ideals unable to get along with each other. Differences of opinion between cooperatives are bound to appear, but they need not prevent mutual respect and cooperation. If farmer cooperatives cannot get along among themselves, would there be reason to wonder at a lack of understanding on the part of the public?

Reprinted from
Eastern States
Cooperator

The Truth About Cooperatives

(Continued from page 2)

privileges of cooperative endeavor because of the opposition of selfish financial and business interests, there can be no common ground for cooperation between the farmers of the country and finance, industry, and commerce. This is a fact which business men everywhere should ponder.

There are 6,096,799 farms in America. There are only 530,131,000 acres of tillable land. This means that the average American farm has only 87 tillable acres.

Although farms as a whole are the important producers of basic wealth, the average farm is a family-sized business. Yet the individual farmer has the same problems of buying and processing and selling that the big corporations have—and without their concentration of money and facilities.

To enable the individual family farm operator to cope with the advantage in capital, trained personnel, and research facilities of the other great industries of the country, the United States and the legislatures of all the States in the Union have authorized the organization and operation of producer-owned and producer-controlled cooperative associations by farmers. At the same time the legislative bodies of the country imposed certain conditions which effectively safeguard both farmers and the general public from the misuse of cooperatives, such as:

Restrict participation to bona fide agricultural producers.

Limit the return on invested capital.

Base control on membership rather than investment. One man one vote.

Provide that cooperatives shall do business at cost—any overcharges for services rendered are returned to the members in proportion to the use they made of these services.

A surgeon, an architect, and a politician disputed which belonged to the oldest profession.

The surgeon claimed the distinction because Eve was made from Adam's rib. That, he contested, was surgery.

"But," said the architect, "before the advent of Adam order was made out of chaos. That was architecture."

"Admitted," said the politician, "but who created the chaos?"

We wonder why the Japs are so touchy about "losing face." On most of them it would be a decided improvement.



DAD says I'm little, but that I'm a mighty big help these days when help is scarce on the farm, and he pays me well for helping with the chores.

So every Saturday I take my money and see how much I still have to earn before I can get a War Bond.

Mr. Clifford—he's our mailman—says he is saving a War Bond for me to have as my own, just as soon as I get enough saved.

Mr. Clifford sells War Bonds to Dad, too. And one day when Dad was buying a Bond from him, Dad said: "Cliff, it's just like I was buying a chunk of Victory!"

So that's why we children started calling Mr. Clifford the 'Victory Man.'

WHY FARMERS EVERYWHERE ARE BUYING WAR BONDS—REGULARLY!

War Bonds play many roles in this war—from teaching young America how to save to buying the materials of VICTORY. And when the war is won, many a farm and ranch the country over will have the backing of hundreds and thousands of dollars for replacement of machinery and equipment and the construction and modernization of new

buildings. That's the way War Bonds are helping win the peace!

YOU NEVER GET LESS THAN YOU LEND and you can get ½ more than you invest. When held 10 years, Series E War Bonds yield 2.9% interest, compounded semi-annually. You get back \$4 for every \$3.

CASH IF YOU NEED IT! Of course no one should cash a Bond unless he has to; but if an emergency comes along your War Bonds are like money in the bank. Uncle Sam will redeem them in cash—at full purchase price—any time after you've held them 60 days. Don't hold back a single dollar unnecessarily from the purchase of War Bonds. **YOUR HELP IS NEEDED!**

FACTS ABOUT WAR BONDS (Series E)

| You LEND Uncle Sam | Upon Maturity You Get Back |
|-----------------------|-------------------------------|
| \$18.75 | \$25.00 |
| 37.50 | 50.00 |
| 75.00 | 100.00 |
| 375.00 | 500.00 |
| 750.00 | 1000.00 |

You can buy War Bonds from your bank, Postmaster, Production Credit Association, or Rural Mail Carrier.

For America's future, for your future, for your children's future — Buy WAR BONDS!

Let's all KEEP BACKING THE ATTACK!

The Treasury Department acknowledges with appreciation the publication of this message by

Inter-State Milk Producers Review

Plato said twenty-five hundred years ago that the penalty good men pay for not being interested in their government is that they are then ruled by men worse than themselves.

By-Law Changes Proposed, Would Permit Family Members to Hold Local Offices

CERTAIN changes in the by-laws of Inter-State Milk Producers' Cooperative were proposed by the Board of Directors at their regular meeting held on June 28. One series of changes was recommended by the delegates at the 1943 annual delegate meeting and would provide that certain members of the immediate family of an Inter-State stockholder (member) can vote by proxy in place of that member and may also hold office in the local and district in place of that member, with the written consent of the Inter-State member being required in each instance, and provided this relative is actively engaged in assisting in the operation of the member's milk business.

Another proposed amendment is designed to clarify the meaning of Article VI, Section 9, by rewording the section and also dividing it into two separate sections.

The whole of each section to be amended under these proposals is reprinted herewith as it would read after the change. The unchanged wording appears in Roman type—like this; the words which are being added appear in **bold face type—of this kind**. Article VI, Section 9, as it now reads, is printed in Roman type and the proposed change appears in **bold type**.

It was proposed that Article III, Section 11, of the by-laws be amended so that this section will read:

There shall be as many directors as there are districts, and each district shall nominate and elect one director by delegates chosen for that purpose by stockholders in meetings assembled in the several locals within the respective districts. Each local shall be entitled to elect delegates on the following basis: For the first twenty-five (25) stockholders, one delegate shall be selected, and thereafter for each additional seventy-five (75) stockholders in the local another delegate shall be selected. Voting at locals shall be only by or for stockholders assigned to that local. Delegates must be commission-paying stockholders of the Cooperative during their terms of service, which shall be one year or until their successors are duly elected, except that the husband, wife, son, daughter, grandson or granddaughter of a commission-paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, may, with his written consent, be elected a delegate in place of such stockholder. Locals may elect an alternate to act in place of a delegate in case of absence or incapacity.

It was proposed, further, that Article IV, Section 6, be amended so that this section will read:

No proxy voting shall be allowed, except that a bona fide manager of a commission-paying stockholder's milk business, or the husband, wife, son, daughter, grandson or granddaughter of a stockholder, if actually engaged in assisting in the operation of a stockholder's milk business may, with his written consent, vote such stockholder's share in the stockholder's absence, provided that no such manager or relative shall have more than one vote at any meeting of stockholders, regardless of whether he is also a stockholder. * manages or assists in the operation of more than one stockholder's milk business. However, if the Board of Directors shall deem it advisable to take a vote by mail on any specific question then and in such event the stockholders shall be sent a ballot and shall be permitted to vote by mail on a ballot prepared under direction of the Board of Directors. Such ballot must be signed by the stockholder if the Board of Directors so orders.

* The word "or" has been removed and a comma added at this point.

It was also proposed that Article VI, Section 9, of the by-laws, which now reads:

Section 9. The Board of Directors shall have power to allocate funds to locals, districts and secondary markets, and to pay producers such price or differential as the Board deems fair under the circumstances, if their milk is unsold or is sold by the Cooperative for less than such price.

shall be divided into two sections, which will read:

Section 9. The Board of Directors shall have power to pay producers whose milk is unsold such price as the Board deems fair under the circumstances, or, if their milk is sold by the Cooperative or with its approval for less than what is deemed a fair price, such differential as the Board deems will result in a fair price.

Section 10. The Board of Directors shall have power to allocate funds to locals, districts and secondary markets.

It was proposed that Article IX, Section 4, be amended so that this section will read:

The officers of every local shall consist of a president, vice-president, secretary and treasurer (or secretary-treasurer) and such other officers and committees as the local shall determine. All such officers must be commission-paying stockholders of the Cooperative during their terms of service, except that the husband, wife, son, daughter, grandson or granddaughter of a commission-paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, may, with his written consent, serve as an officer of the local in place of such stockholder.

It was proposed, further, that Article X, Section 4, be amended so that this section will read:

The officers of every district shall consist of a president, vice-president,

secretary-treasurer, and such other officers and committees as the delegates may determine. All such officers must be commission-paying stockholders of the Cooperative during their terms of service, except that the husband, wife, son, daughter, grandson or granddaughter of a commission-paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, may with his written consent, serve as an officer of the district in place of such stockholder.

These proposed by-law amendments will be brought before the Board of Directors for final action at the first regular meeting of the Board held ten days or more following the mailing of this issue of the Milk Producers' Review.

Steady Growth Best for Breeding Associations

A conference held recently at Pennsylvania State College by officers and employees of artificial breeding associations, was attended by a good crowd which showed keen interest. Three such organizations are now operating in the state, being located in Union county, Lancaster and York counties and the Lehigh Valley. About 10,000 cows are enrolled in these three groups.

Another organization is about to start in Clarion county, with action toward the formation of similar associations taking place in the northeastern and southwestern counties of the state.

A word of caution came from several of the speakers at the meeting. They called attention to the extremely rapid growth that has been experienced and warned that too rapid a growth may be unwise and even detrimental. It was pointed out by Dr. J. F. Kendricks, of the Bureau of Dairying, USDA, that the supply of proven sires is inadequate at present to supply the demand and the lack of such animals may result in the production of less highly bred dairy stock than should be the rule.

E. J. Perry, extension dairyman at Rutgers University, N. J., outlined the cooperative methods followed in similar organizations in that state and stated that a survey is being made of those associations at this time. Early reports show that dairymen are generally pleased with the results and practically no one is wanting the program discontinued.

Hearings on Oleo Bill Reveal Dangers to Dairy People

The war emergency is being used by the oleomargarine interests as a smoke screen under which they hope to be able to throw off practically all restraints in the manufacture and sale of their product. As reported previously, the latest effort in this direction is the bill introduced in the Senate by Ellison D. (Cotton Ed) Smith. His bill would merely define these fats and oils put up to look like butter as "margarine," whereas the law now recognizes these products as oleomargarine. It would permit their manufacture and sale even when colored yellow with only one-quarter cent tax, which now applies to the natural, or uncolored, oleo.

When this bill came up Senator LaFollette of Wisconsin challenged the right of the Senate to originate it, as it is a revenue bill.

Testimony on the bill began on Tuesday, June 6, and, being D-Day, it got practically no publicity. The first two and one-half days of testimony were given over to the proponents of the legislation. Their testimony was largely a reiteration of the many previous claims, such as oleo being the poor man's spread; that it is a highly nutritious food; that it is discriminated against through the efforts of the "powerful" dairy lobby, and similar claims that must be rugged because they have been used so often and still can be used again and again.

A key witness brought up by the dairy people was Dr. E. B. Hart, famous bio-chemist of the University of Wisconsin and world authority on nutrition. In urging the defeat of this bill, he said "it is preposterous for any scientist to make the flat statement that it is proven that oleomargarine or vegetable oils have an equivalence to butterfat in nutrition."

He pointed out, further, that there have never been any controlled experiments with infants, children or mature men comparing the nutritional value of butterfat, oleomargarine and vegetable oils.

He stated, further, that a draft memorandum of the United Nations' program has classified the status of nutrition into seven groups. The first group includes New Zealand, Denmark and the northern states of this country. The seventh group includes China and India. The length of life in the first group, where dairy products are an important part of the diet, is 67 years. The length of life in the group at the other extreme, where cereal grains

are the main source of food, averages only 36 years.

Dr. Hugo H. Sommer, professor of dairy industry at the University of Wisconsin, revealed that German scientists had developed artificial fats and oils for human consumption from a by-product of synthetic gasoline and he stated also that petroleum, paraffin and coal had been used in this process. He predicted a very short-lived market for vegetable oils in the use of oleomargarine if this process would prove profitable.

He testified, further, that passage of the Smith bill would have the following unfavorable results:

Extensive fraudulent sales of oleomargarine as butter.

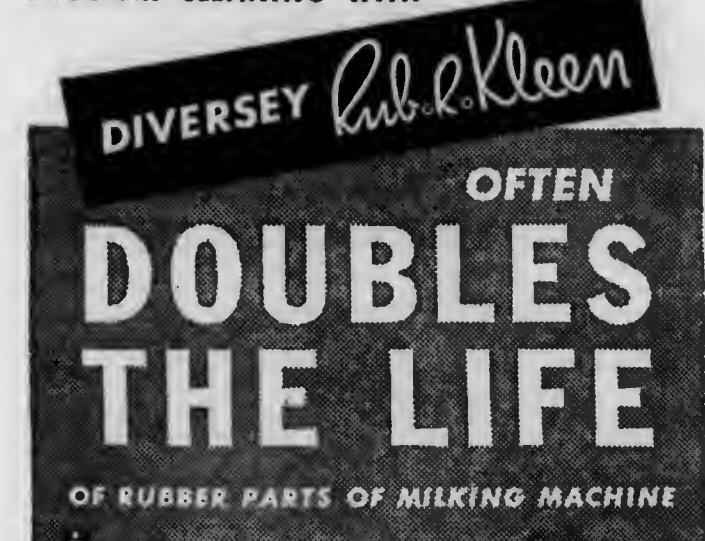
Depressed prices for butter and all dairy products with resulting decreases in milk production.

Less livestock and more field crops accompanied by losses in soil fertility and increased soil erosion.

A net loss in national health. The prediction was made by Elbert S. Brigham of Montpelier, Ver.

(Please turn to Page 15)

REGULAR CLEANING WITH



Dirty, fat-soaked rubber wears out quickly... is often difficult to replace. Those rubber parts from your milking machine will often last twice as long if you clean and protect them from grease with Diversey Rub-R-Kleen. Easy to use... dissolves quickly in water... does not lose its strength on standing... cleans thoroughly. No need to make up a stock solution. Excellent for washing out vacuum lines. Remember, too, dirty rubber makes a perfect breeding place for milk-spoiling bacteria. Help protect milk quality with Rub-R-Kleen. Ask your Hauler to bring you a supply. The Diversey Corporation, Chicago 4.

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Thursday, August 10—12:30 P. M.

At his farm 1 1/2 miles West of Chestertown, Md., Route 20. Chestertown is 37 miles South of Elkton, U. S. Route 213. Bus connections from Elkton.

45 HEAD

30 Registered Holsteins

15 Grade Holsteins & Guernseys

Cows in heavy flow — Springers — Fall and Winter cows

Other Prominent Herds Consigning

★ Stanley B. Sutton

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★ Roy Mitchell

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★ Scott Beck Est.

SALE FEATURES

TEN Carnation bred cows mostly daughters and granddaughters of Carnation Imperial Pontiac—a son of "Imperial" (3 times All-American bull) and out of a 1067 lb. fat daughter of Matador Segis Ormsby. One of the daughters a show winner.

SIX heifer calves born in October, 1943 by a grandson of "Woodmaster"—All dams D.H.I.A. Record up to 500 lbs. fat. All Vaccinated.

SEVEN excellent bulls—3 ready for heavy service—3 calves—"Woodmaster," Ormsby Sensation 45th and Montvic Chieftain breeding.

ALSO: 1-Rite Way electric milker complete in A-1 condition. A 6-can Electric Wilson milk box, good as new and other dairy equipment. FARM MACHINERY including: corn planter, two mowers, manure spreader, hammer mill, silage cutter, cultipacker, tractor plows—all practically new and in fine condition. 8 head of good young horses and harness.

Herds T. B. Accredited—Bang's Certified—Heifers Vaccinated

Buses met by request — Phone Chestertown 838-F-3 — Lunch at Sale

Trucks available for hauling cattle

HOWARD C. BARKER, Sale Mgr.
Bel Air, Maryland

EMMETT BOWLUS, Auct.
Frederick, Maryland

Butter Situation Critical

PRODUCTION of milk in the United States declined in 1943 compared with 1942 by approximately 1 percent. This was unfortunate in view of the very great need for dairy products as among the best foods for war time use, both by civilians and our military forces. Consequently, the production trend in 1944 is being watched with great interest. The USDA "Monthly Domestic Dairy Markets Review" for June, 1944, gives an encouraging report in this connection. It states that "production in most fluid milk marketing areas increased more rapidly and reached a higher level than for any previous season on record." This is encouraging in only one sense, however, for it also reflects the trend toward higher and higher seasonal flush production during the past three or four years in our fluid milk marketing areas.

Production in the Philadelphia area, as indicated by the average daily production of 5,000 herds reported by the USDA, reached an extreme peak of 394 pounds during the week ending June 3 as was to be expected from the very rapid increase which took place during May. There has been a rapid decline since and during the week ending June 24, this average figure was 338 pounds—only 1.2 percent more than the corresponding figure a year earlier. Production almost levelled off the next week, ending July 1, with 337 pounds per herd, or 3.8 percent above the corresponding week a year earlier.

An improvement in the USDA data relative to average milk delivery per herd per day in the

Philadelphia Market is now available with data on approximately 4,000 additional herds, making a total of about 9,000 herds covered by the reports. These figures, covering about 95 percent of the herds supplying the market, should reflect very closely, by weeks, the actual production trend in the market.

Comparisons on the 9,000-herd basis with the corresponding week a year earlier will not be possible until June, 1945, but these new figures will be useful in checking the trend on a basis of the 5,000-herd figure. During the week ending July 1, the average delivery of the 9,000 herds was 322.6 pounds. That the 5,000-herd figure was relatively high is evident by making comparisons with the monthly averages published by the Federal Market Administrator.

Butter production, according to the USDA "Monthly Domestic Dairy Markets Review," reached its seasonal peak the second week in June. Unfortunately, the level of butter production at the peak was about 10 percent below peak production in 1943. Considerable quantities of milk normally used in butter production have been diverted to whole milk powder and, due to hot weather in late June, some serious diversions to cream and milk occurred. The most recent weekly estimate of creamery butter production, for the week ending July 6, showed production was running 11 percent under that week last year.

The comparatively poor showing in butter production combined with large withdrawals from storage for

Government use have caused **storage holdings** to increase slowly this year. The increase in the quantity of creamery butter in storage from May 1, 1944, when it was 69,276,000 pounds, to June 1, 1944, when it was 69,659,000 pounds, was the smallest increase during May for many years. The comparatively small quantity of butter in cold storage on July 1, 1944, is indicated by USDA figures for cold storage holdings in 35 cities. This year, 83,772,211 pounds were in storage compared with 129,406,473 pounds last year and a five year average, 1939-43, of 104,152,613 pounds.

Demand for butter, however, has been cut so drastically that, according to "The Producers' Price Current" major butter users in New York during July were able to obtain more butter than their requirements. The following is quoted from this publication for July 11, 1944: "So far, supplies here (New York City) rule sufficient to fill drastically reduced total commercial requirements."

It was pointed out, however, that conditions indicate further shrinkage in the quantity of butter available to civilians.

A USDA release of July 8, 1944, indicates that the Government **set-aside requirements** will have to be continued through September and October this year and that civilian supplies for the rest of the year will be less than during the past six months. The announced set-aside requirements for creamery butter are 45 percent of July production and 30 percent of August production compared with 50 percent and 30 percent, respectively, last year. The civilian allocation for July through September is approximately 395 million pounds compared with 432 million pounds for April, May and June.

The **American cheese production** picture during July, in contrast with butter, was at a level 6 percent above June, 1943. The estimate for the week ending June 29 showed production to be running 5 percent above last year. The cumulative total production of American cheese from January through May shows that production this year has run very slightly above 1943 and 44 percent higher than the 10-year average, 1933-1942.

Storage stocks of cheese have been built up this year compared with last year, the total for 35 cities being 105,911,319 pounds on July 1, 1944, compared with 77,817,711 pounds on July 3, 1943, and a five-

year average of 94,671,821 pounds.

During June, July and August, Government set-aside requirements for American cheese have been announced to be 60 percent of production. Last year's requirements were 70 percent during July and 60 percent during August.

July sales quotas for the Philadelphia market under the War Food Administration conservation order have been announced as follows: Milk 100 percent; cream, 90 percent; milk by-products, 90 percent, each figure using sales in June, 1943, as a base.

Price changes affecting fluid milk, as would be expected under existing conditions, have been few and far between. But, significantly, the USDA reports in its "Fluid Milk Prices in City Markets" for June, 1944, that for the first time since May, 1940, the United States' average of wholesale prices paid by dealers for Class I milk declined from a month earlier. This is significant even though the decline was only one cent per hundredweight.

The Class II price in the Philadelphia market declined from \$3.204 for May to \$3.162 for June. This reflects a decline in the price of cream in Philadelphia from an average of \$24.01 per can in May to \$23.56 in June. The cream price report for the week ending July 8 states that cream approved for Pennsylvania, Newark and Lower Merion Township ranged from \$24 to \$24.25 per can, mostly \$24, and cream approved for Pennsylvania only ranged from \$22 to \$23.50.

Hearings on Oleo Bill

(Continued from page 13)

mont, who was the author of earlier oleo legislation in Congress, that millions of pounds of oleomargarine will be sold as butter at butter prices if Congress passes this oleo bill. He said that "Temptation for profit under the proposed measure would be too great to pass up," and added that his contention is based on the experience of 75 years. Labeling, he said, would be no protection.

Even the reputable oleomargarine industry is in danger, should this bill be passed, said Dr. H. E. Ruehe, secretary of the American Butter Institute. He asserted that the passage of this bill would open the door to fraudulent practices of selling an imitation product to an unsuspecting public. "This," he said, "will not only be at the expense of a wholesome dairy product—butter—but it is entirely possible that such activity might destroy both the reputable butter and oleomargarine industries."

Numerous dairy leaders of the

South testified against the Smith oleomargarine bill, pointing out that dairying is a growing industry in the South and is needed there in order to maintain a sound agriculture, but that it would be extremely difficult for dairying to survive in the South if the price decreases which this measure would probably cause should occur.

Meeting Calendar

July 25—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

August 9—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.

August 15—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

November 27-28—Annual Meeting of Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

Are You Buying Land? Get This Free Circular!

Now and then we get a circular that is different. We have just received one from the Farm Credit Administration, No. E-29, issued May, 1944, which fills that bill. The title is "About That Farm You're Going to Buy." (The FCA office is in Kansas City, Missouri.)

The circular describes the experiences during the first World War when farm prices went way up, farms were bought according to their wartime earning capacity, and when the crash came in 1920 many farmers who bought under those circumstances lost everything they had.

True values and how to determine them are discussed in this bulletin. It urges careful figuring and discusses how this may be done. There is no warning not to buy farms but sound advice to be careful in paying no more for a farm than it is likely to be worth over a long-time period. On this basis, anyone considering buying a farm can judge for himself.

Milk cans are no longer rationed, according to a WFA report which states, further, that the only control will be over manufacturers' distribution of milk cans of five, eight and ten gallon capacities. It also prohibits the transfer of milk cans into channels where they would be used for purposes other than handling milk and milk products, except with specific authorization.

An average woman's vocabulary is said to be about 500 words. Small inventory, but just think of the turnover!

Anger is never without reason, but seldom a good one.

LESS WASTE

when you Sanitize milk utensils

with **B-K** CHLORINE BACTERICIDE

It's important to cut milk waste. Let B-K help you by cutting bacteria count. Sanitize utensils with B-K today and every day.

Dept. IM, B-K Division
PENNSYLVANIA SALT MANUFACTURING COMPANY
1000 Widener Building, Philadelphia 7, Pa.

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of each month.

FOR SALE: Reg. Ayrshire heifers. Ready to breed or bred—\$100 to \$150. Small calves—\$50. T.B. - Bang's tested. DHIA. Your choice as I am overstocked. Geo. K. Folk, Martinsburg, W. Va., R. 3.

FOR SALE: Barrel copper kettle in very good condition. Aldus W. Doutrich, Gap, Pa., R. 1.

FOR SALE: Grain and dairy farm, consisting of 206 acres, price \$9500. Also one Oliver combine in good condition. W. O. Steele, Box 150, Smyrna, Del.

An English soldier was chatting with a German prisoner.

"What are you going to do after the war is over?" the Englishman asked.

"I," said the German, "am going to make a bicycle tour of Germany after the war."

"Yes," said the Englishman, "and what will you do in the afternoon?"

Sarge: "Look what the wind blew in."

Rookie: "Wind nothing! The draft did it

CASH PRIZES

For Winning Pictures in the REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Your Annual Meeting November 27-28.

Mark it on your calendar!
Jot it down in your date book!
The 1944 Annual Meeting of
Inter-State Milk Producers'
Cooperative will be held at the
Benjamin Franklin Hotel,
Philadelphia, on Monday and
Tuesday, November 27-28.

Farm Accidents Serious Threat to Food Production

Farm accidents kill approximately 20,000 and injure 1,500,000 farm people each year. This accident rate is considered by Secretary of Agriculture Claude R. Wickard and War Food Administrator Marvin Jones as a serious impediment to our food production program, which is so essential to winning the war.

The National Safety Council lists machinery as the chief source of farm work accidents, livestock are a close second in the causes of accidents, while falls are in third place. In order to eliminate accident hazards it is first necessary to learn what causes accidents on the farm. It is stated that loose clothing causes one-third of all farm accidents involving machinery.

The haying season results in a high accident rate, cleaning the cutter bar with the mowing machine in gear being one of these hazards. The hay rack, especially if it does not have a level floor and a solid, substantial front ladder, is a breeder of accidents. Hay carriers, slings, hay forks and ladders to the hay mow are also causes of many haying accidents.

Another and newer source of accidents is the danger of fire from trouser legs or shoes that have been soaked with sodium chlorate while treating weeds. After this clothing is dry friction or a blow may cause the sodium chlorate to burst into flame, converting the man's clothes into a torch.

Every Grange and every 4-H club is urged by the National Safety Council and by the MILK PRODUCERS' REVIEW to feature farm safety and the elimination of accident hazards on at least one program every year.

A new development which will likely make farm machinery last longer and reduce accidents with such machines, is the elastic stop nut now being used extensively on war machines. This new nut will not loosen as the result of vibration, it resists corrosion and its elastic collar prevents seepage of oils, water or gasoline.

"Oh-h-h, ♪
There ain't no flies on us!"



Three little cows from the barn are we
And we sing of that red-letter day
When the boss got wise to those pesky flies
And blitzed 'em with Gulf Livestock Spray.

COWS DON'T like flies any better than you do, Mister.

Just watch unsprayed cattle running from and fighting swarms of buzzing, biting, blood-sucking insects. No doubt about it, milk production can suffer—sometimes, seriously.

Gulf Livestock Spray can give your cows relief from many of these insect pests. Spray it on them and watch how they quiet down as the mist settles on their tortured hides.

That's because Gulf Livestock Spray kills flies, mosquitoes, and gnats by contact. And it repels stable flies, horn flies, buffalo gnats, and mosquitoes, too. That means that your cows won't be so plagued by these insects in pasture. It also means that Gulf Livestock Spray

helps quiet them in the barn, making milking easier.

For quick proof of why so many farmers and dairymen use and recommend Gulf Livestock Spray, get a supply now. It's readily available and for sale at feed stores, milk companies, and Gulf Service Stations.

As in past years, Gulf Livestock Spray is sold on the basis of Satisfaction Guaranteed Or Your Money Back. Just follow the simple directions on the container.

NO INCREASE IN PRICES

1-Gal. Containers \$1.19
2-Gal. Cans \$1.93
5-Gal. Usable Pails . . . \$4.75

Also in 55-Gal. Drums



LIVESTOCK SPRAY

to kill and repel Axis insects—buy War Bonds

If those farm supplies you want, and need, are not on the market today—BUY WAR BONDS INSTEAD. You will then have the money to get these things when they do become available.

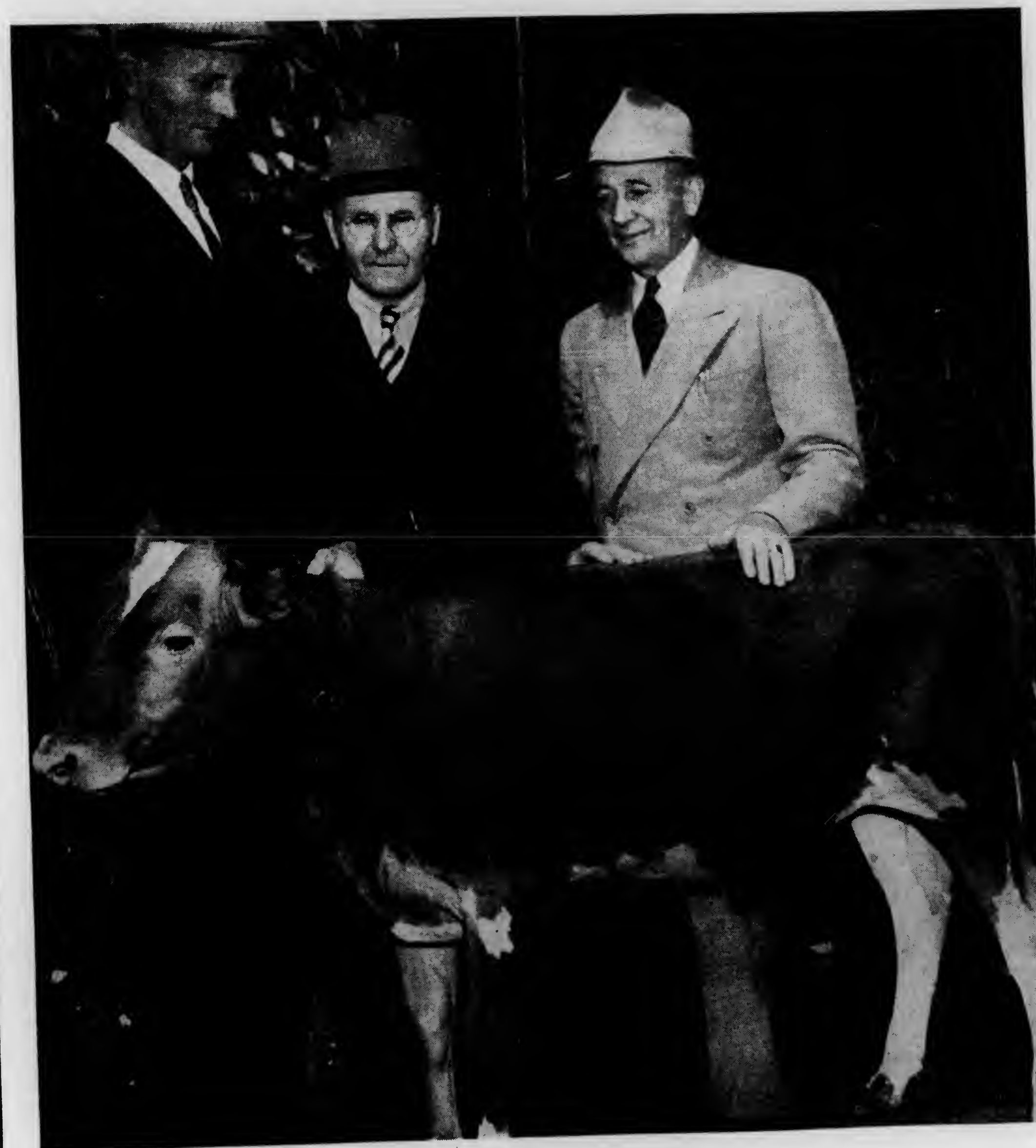
INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE

Vol. XXV

Philadelphia 8, Pa., August

No. 4



"Spruce Shadow's Maxim"
The \$700,000.00 Bull Calf

(See Page 5 for details)

Inter-State Presents Data At New Jersey Milk Hearing

INTER-STATE presented factual testimony at the hearing held on August 7 before Arthur F. Foran, New Jersey's Director of Milk Control. At this hearing, Earl E. Warner, Inter-State's statistician, brought up-to-date the cost of production as presented at similar hearings held June 2 and September 27, 1943. He outlined the steady decrease in production in New Jersey since 1942 as evidence of the inadequate price being received by New Jersey producers.

Weather conditions were described, with the Trenton weather bureau showing only 0.37 inch of rain in July, the lowest July record in 72 years. The effects of this weather on pasture and the second and third hay cuttings were described.

The farm labor situation was discussed, with emphasis being placed upon the scarcity of farm labor, its lack of skill, and the steadily increasing cost of that labor. The same situation applies to dairy feeds, which are now about 35 to 40 percent higher than two years ago.

Added to these facts were the results of a study of the National Cooperative Milk Producers' Federation, showing an average monthly increase in cost of 5.5 cents over the preceding month, or 66 cents added cost per hundredweight in a year.

Mr. Warner, in his recommendations, asked that prices be established which would recognize the overall value of milk, which would include any subsidies that may be paid. As for Class II milk, it was recommended that the price be put on a formula basis, so as to reflect automatically changing supply and demand conditions.

It was pointed out that, although the Philadelphia price is considered low according to present milk product prices, the July Class II price in Philadelphia was 19.4 cents per hundredweight higher than in New Jersey. It was also recommended that the present 4-cent butterfat differential be increased to 5 cents per point above or below 3.5 percent.

In speaking for the South Jersey Inter-State Milk Market Committee, J. Willard Gardiner, committee chairman, reported his experiences and observations concerning the present cost of producing milk. He stated that because of the drought conditions many farmers are feeding cows in the barns now, which will cause a shortage of feed next winter.

He reported, further, that in some sections the corn crop has been severely damaged by the drought and that the third cutting of alfalfa hay will be very short.

He, too, expressed concern as to the future of milk prices should the subsidy payments be discontinued and the established prices reflect a price which does not include subsidy payments.

Speaking for the Trenton Inter-State Milk Market Committee, H.

H. Fisher, the committee's secretary-treasurer, also described the production difficulties confronting producers in that area and asked that a price of \$.11 per quart, or approximately \$.50 per hundredweight, be established, with Class II milk being eliminated.

The family was seated at the table with a man who was a business acquaintance of the father, when the five-year-old blurted out: "Isn't this roast beef?"

"Yes," said the mother, noting his surprised look. "What of it?"

"Well, daddy said this morning that he was going to bring a big fish home for dinner."

Extensive Changes Proposed For New York Milk Market Order

AMENDMENTS to market order No. 27 for the New York metropolitan milk marketing area will be considered at a public hearing opening in New York City on August 15. This hearing will be conducted jointly by the Dairy and Poultry Branch of the War Food Administration and the milk control authorities of New York.

The notice of the hearing states that certain subjects will not be discussed and of these the boundaries of the marketing area is perhaps of most wide-spread interest, there having been discussion previously to include all of northern New Jersey and northeastern Pennsylvania in the area. Other subjects that will not be discussed at the hearing include the manner of payments to cooperatives for services rendered to the market and of adjustments and location differentials in the various mile zones.

Various interests had made requests that certain other subjects be discussed but the notice states that evidence will not be received on them. They include an adjustment in the milk pool price for special milk, the re-adoption of diversion payments and the changing of the basic level of prices for fluid milk and fluid cream sold in the marketing area.

Perhaps the major point of discussion will be a proposed fundamental change in the means of determining the price of milk used in the various classifications. It is proposed that the order be amended so that the price of each class of milk be composed of two factors: First is the butterfat value of the milk, which will be determined largely according to butter and cream prices, this varying according

to the formula applying to each class use. The second factor would be formulae to determine the skim-milk, or mild solids, value of the milk used in each class.

As a result there would be, possibly, 25 different classifications for milk in the market. The price of milk of each class would fluctuate up and down according to the demand as measured by price. The Class I price, however, would be determined from a tabulation based on these factors with all price changes being in steps of 20 cents per hundredweight. It is anticipated that, based on present conditions, this proposed revision of the pricing method would cause little change in the producer price.

Another proposed change involves the manner of determining the butterfat differential that would be paid producers for milk of varying tests. This differential would be determined by the market administrator to the nearest one-tenth of a cent per point (0.1 percent) and would fluctuate according to the butterfat value of milk in the various classifications.

Other matters on which evidence will be received include proposed changes in several administrative features of the order, some of which involve the powers and authority of the market administrator.

Friend—"Ah sho thought youah Mose was froze to that job in the shipyard."

Mrs. Mose—"So did Mose, but he got to loafin', and dey defrosted him."

—Farm Journal.

It is not the spurt at the start, but the continued, unrelenting advance that wins the day.

Twenty-Five Cents on All Milk

is the increase, per hundredweight, in the subsidy beginning September first. And the War Food Administration has announced that this increase is to continue throughout the winter months. It jumps from forty-five to seventy cents in all our area except New Jersey, where it is upped from fifty-five cents to eighty cents.

In addition, the blended price practically always is higher from now on because less milk is left to go into Class II, now that the flush is over and production falling off.

Even if our country did not need this milk so badly, it would be only horse sense and good business to make every can possible at the

higher return,—and I have yet to hear the farmers in this milk shed accused of being short on either patriotism or horse sense.

So we must check over our herds, our pastures and our feed supplies now. And, busy as we are with late summer work, we must not let our cows drift back in flesh from now until we put them up.

NOW IS THE TIME TO START FEEDING FOR FALL PRODUCTION!

O. H. Hoffman

No Post War Place for "Back-to-Land" Movement

AMONG the post war plans prominently mentioned are arrangements which would make it very easy for service men, following their release from the armed forces, to acquire land and start farming. This idea seems to be a hangover from the post war adjustments following earlier wars of this country. The westward migration and opening up of new lands following the Civil War is a historic demonstration of this policy.

It is seriously doubted, however, whether such a plan will help our national economy following the present world conflict. There is no appreciable amount of new land available and, in fact, much of the land now under cultivation is marginal, as would be most of the new land unless drained or irrigated at heavy expense.

There is grave doubt as to the wisdom of or need for any large scale back-to-the-land movement. On this point, Dr. F. F. Lininger, director of the agricultural experiment station at Pennsylvania State College, is quoted by the Associated Press as having said, "Technological advances and improved farming methods have reduced the proportion of workers needed on farms, and farm boys returning from military service will probably fill most of the quota of laborers necessary to replace duration workers."

Our farmers have learned what can be done with modern farm machinery. When these machines become available in adequate quantities they will be in tremendous

demand by farmers who recognize modern equipment as a means of reducing costs and, of equal importance, a means of getting a day's work done in fewer hours. These changes would put farmers on more nearly an equal plane with industrial labor and business men as far as hours of work and standards of living are concerned.

The days are gone when an indomitable spirit, a strong constitution and a bountiful nature are enough to spell success in farming. Some things new have been added to the success recipe and they are the use of numerous proved scientific procedures and sufficient capital to equip and operate a mechanized farm. Lacking the use of these newer farming needs there is grave



This is Charlotte Mae Wood with her pheasant on the farm of Charles Mackey, near Blue Ball, Md. The picture was sent by Jesse C. Shoemaker of Elkton, Md.

danger of heavy casualty lists among new farmers and of the critical social problems which spring from such situations.

Furthermore all businesses, industries and professions (farming may be classed under any of them) will have to share the burden of absorbing any post war surplus of manpower. There can be no arbitrary bars to a free choice of work, business or profession if America is to attain a successful peace.

Turner Tells Farm Bureau of Post War Farm Problems

Problems of the post-war period will even transcend those of the actual fighting of the war, P. C. Turner, president of the Interstate Farmers Council, Baltimore, Md., declared on August 8, in an address before the annual meeting of the West Virginia Farm Bureau in which he emphasized that now is the time to get down to practical planning on ways to meet post-war problems.

"In making plans for agriculture's future," he declared, "we must keep as a basic philosophy the fact that if there is to be a purchasing power to consume our goods at fair prices, smoke must come out of the chimneys of industry and labor must be employed."

Among the problems that must be met after the war, Mr. Turner said, will be (1) a national debt of three hundred billion dollars—or about \$2,000 for every man, woman and child in America; (2) the distribution of one hundred billion dollars worth of surplus war materials that consumers can use without disrupting business or creating unemployment.

(Please turn to page 15)

INTER-STATE MILK PRODUCERS REVIEW

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Incorporated
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Citation Given Review

A citation has been awarded to the REVIEW by the Treasury Department. This citation reads, "For patriotic cooperation rendered in behalf of the War Finance Program this citation is awarded to Inter-State Milk Producers Review. Given under my hand and seal on August 8th, 1944." It carries the signature of Henry Morgenthau, Jr., Secretary of the Treasury.

This has been awarded because of the space given in the REVIEW to the promotion of the war bond sales programs, including advertisements and editorial matter emphasizing the investment value of and the need for purchasing bonds.

Personal Glimpses

We are happy to report the receipt of another interesting letter from H. Wallace Cook, now a Colonel in the anti-aircraft forces and stationed in the South Pacific. He does not state where he now is but does report that of his six locations in 30 months over there two were subjected to Japanese air raids and at two others he participated in armed action against the enemy.

A testimonial dinner was recently given Paul Niesley, who has just completed 25 years as county extension agent in Columbia county.

The services given by the Inter-State field staff extend beyond those strictly in line with Inter-State duties. Clayton Reynolds, Inter-State field representative of Denton, Md., was recently elected chairman of the Caroline County chapter of the American Red Cross.

Death overtook Eugene Stapler, long an active Inter-State member, at his home in Yardley, Pa. REVIEW readers may recall the airplane view of his farm buildings which appeared on the cover page of the March, 1938, issue of the REVIEW. He has been especially active in the work of the Trenton Inter-State Milk Marketing Committee.

H. S. Gatchell of Peach Bottom, Pa., owns a herd of Jersey cows, several of which have established outstanding life-time production records. One cow, a gold certificate winner, produced 5188 pounds of butterfat, 92,528 pounds of milk, in 11 years, 302 days. Three other cows have lifetime records of over 4,000 pounds of fat in from eight to eleven years' time.

The gremlins are still chasing W. W. Peters of West Chester, who, having scarcely recovered from bad oil and gasoline burns, fell from a thrasher, suffering a broken shoulder and a severe gash in his head.

Winner of the grand prize at the Lancaster county Guernsey Breeders Association field day was Raymond Witmer of Willow Street.

Being more than a mere manager of a state owned farm, V. A. Houston, Northampton, Pa., who is also president of the Pennsylvania Dairymen's Association, pitched in and helped in the repair of a tractor, which resulted in injuries that sent him to the Allentown hospital for a few days.

The report of the Cecil County, Md., Dairy Herd Improvement Association for June shows Inter-State members ranking second, third, fourth and fifth in the average production per herd. These places are occupied, respectively, by: F. Guy McGrady, Charles P. England, Lloyd Balderston and Glenn McGrady. Among the ten high cows we find five owned by Inter-

State members, as follows: Everett England, Eugene England, Lloyd Balderston and F. Guy McGrady. The only non-member in either of these lists is a producer-distributor ineligible for membership in Inter-State.

Sergeant Henry L. Metzler, Paradise, Pa., R. 1, was killed in action in France on July 13.

At its recent annual meeting, the Red Rose, Lancaster county, Cow Testing Association re-elected all of its officers, as follows: Earl Groff, president; H. E. Roper, vice-president; John Breneman, secretary-treasurer, and Clair Witmer, director-at-large.

Word was received early in August, that Pfc. James O'Neill, serving with the Marine Corps in the Pacific war theater, was wounded in action on June 26. He was previously decorated with the purple heart, following a wound suffered in November, 1943. "Jim" is a brother of Peg O'Neill of the Inter-State office staff.

Justice John Kephart Dies

John W. Kephart, former Chief Justice of the Pennsylvania Supreme Court, who retired in 1940 after 21 years of service, died on August 6 at the age of 72.

He is survived by his wife; two sons, A. Evans, who is State Senator and counsel for Inter-State Milk Producers' Cooperative, and John W. Jr., Deputy Attorney General; and a daughter, Mrs. T. MacDowell Anderson, Jr., of Bryn Mawr, whose husband is a lieutenant commander in the navy.

Judge Kephart was a native of Cambria county. He attained his education through personal struggle, became a lawyer and entered politics before becoming a Superior Court judge. He was elected to the Supreme Court of Pennsylvania in 1918, becoming Chief Justice in 1936.

While serving as a jurist, he heard more than 13,000 cases and wrote opinions on more than 1500.

Following private funeral services in Philadelphia, burial took place at Ebensburg, Pa.

Agronomists at the New Jersey experiment station are continuing their comparative tests of barley varieties. As a result, no specific recommendations are being made as to the best variety of winter barley for that state. Varieties which have shown up well are Wong, Maryland Smooth Awn and Tennessee Winter.

The quints who are five—are also ten.



In his program for maintaining a clean, healthy herd, E. M. Crowl of Oxford, Pa., has had these six heifers vaccinated for Bang's disease.

The Bull That Sold Bonds

THE bull calf featured on the cover picture this month was sold for \$700,000.00 worth of war bonds. The seller of the calf did not get the \$700,000.00, nor the bonds. The cash went to Uncle Sam; the bonds to various dairy marketing cooperatives over the country in proportion to their bids. The calf was "sold" at a special auction held at the annual banquet of the National Cooperative Milk Producers' Federation in Chicago last December.

It was auctioned as an unknown at that banquet, the ultimate winner having the privilege of choosing the breed of calf he desired. Each member association of the Federation was called upon to bid in terms of the annual dues paid by that association to the Federation. The Twin Ports Cooperative Dairy Association, which serves Superior, Wisconsin, and Duluth, Minnesota, was the high bidder on that basis, although several large cooperatives actually subscribed for a larger gross amount of bonds—but less on a pro rata basis.

Later, the Twin Ports Association conducted an essay contest in which the award was made to an individual member. The winner of the calf was R. E. Christenson of Atkinson, Minnesota, shown at the left in the picture. In the center is J. A. Lidell, president of the Twin Ports Cooperative, and at the right, John Brandt, president of the National Cooperative Milk Producers' Federation.

Inter-State, in many respects, had an active part in this final award. B. H. Welty, Inter-State's president, is a member of the Federation's Executive Committee, which organization staged the auction. O. H. Hoffman, Jr., Inter-State's general manager, was toastmaster at that banquet and served in the auctioneer's role as a pinch hitter.

Incidentally, Inter-State placed a bid on this calf which carried with it a promise of purchase of \$25,000 in war bonds, this purchase being

made in the fourth war bond drive in January. A heavy purchase of bonds had been made shortly before this auction, which prevented Inter-State from making a larger purchase at that time.

As a means of determining the final winner of the calf through the essay contest of the Twin Ports Association, the Federation asked, among others, the editor of the REVIEW, H. E. Jamison, to serve as one of the judges of the essay contest which was won by Mr. Christenson.

Incidentally, the name of the bull calf awarded to him is "Spruce Shadow's Maxim," and, judging from the picture, he is of excellent type and should prove a worthy herd sire on the Christenson farm.

Inter-State Participates in 4-H Dairy Awards

Plans for conducting another state-wide 4-H Dairy Club contest this year have been announced by A. L. Baker, State 4-H Club Leader, at the Pennsylvania State College. He said the contest will again be sponsored by Inter-State Milk Producers Cooperative, Dairymen's League Cooperative Association, and the Pittsburgh Dairy Council which sponsored a similar contest last year.

Nine war bonds, each of the \$25 denomination, will be awarded to those 4-H dairy club members with best all-round dairy club achievement during 1944. Each of the nine winners will receive a bond, and no individual placings of these will be announced.

Inter-State members will recall the cover of the May REVIEW, on which were carried pictures of Mary B. Witmer, Lancaster County; Charles Wollaston, Chester County; and Raymond Gross, Bucks County, who were three of the nine winners in last year's contest of this type. These three young folks are from Inter-State families.

The other six winners are from widely separated parts of the state not served by Inter-State.

We have received letters from several of these young folks expressing their appreciation of what Inter-State, the Pittsburgh Dairy Council and the Dairymen's League have done in this connection.

Last year's contest, as well as this year's now under way, has winners judged on 4-H club participation in an active club, excellence and completeness of their records, and knowledge of improved dairy practices, as well as the way these practices have been adopted on their home farms.

Are YOU Registered to Vote This Fall?

An important election is coming up next November. At this election each qualified voter will be privileged to vote for the person of his or her choice for a wide variety of offices. It seems unnecessary to ask the public to vote, yet, at all elections, a discouragingly high percentage of citizens stay away from the polls.

The first requisite for voting is that the citizen be registered in his proper voting precinct. This must be taken care of by the individual—no one can have some one else do his registering for him.

Many citizens lost their voting rights by failure to maintain their registration. Each state has its own requirements. In Pennsylvania, the name of any person who has failed to vote for two years is taken off the registration rolls and the right to vote is thereby lost until that person re-registers. In New Jersey's permanent registration, the right to vote is lost if the registrant fails to vote at least once at a general election during four consecutive years.

In any case, when a citizen has moved from one precinct to another, it is necessary to re-register.

Take care of these details. Be sure you are properly registered. Study the candidates and their qualifications. Evaluate them as to how you think they will fulfill the duties of their respective offices. Then VOTE for the man for each office according to your own convictions.

More farm people were killed by accidents in America's first two years of participation in the war than the number of fighting men killed in the war itself.

A cynic remarks that the fellow who coined the term "marriage altar" must have been an Englishman who dropped his H's.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I June-July | Class II June | Class III July | Class I June | Class II July | Class III July |
|-----------------------|-------------|-------------------|---------------|----------------|--------------|---------------|----------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.199 | \$3.220 | \$2.581 | \$2.581 | \$2.581 |
| Altoona | 9 | 3.70 | 3.101 | 3.130 | 2.522 | 2.523 | 2.523 |
| Huntingdon-Tyrone | 10, z2 | 3.45 | 3.101 | 3.130 | 2.522 | 2.523 | 2.523 |
| State Wide | 11 | 3.50 | 3.101 | 3.130 | 2.522 | 2.523 | 2.523 |
| Lancaster | 14 | 3.73 | 3.120 | 3.140 | 2.522 | 2.523 | 2.523 |
| Reading | 15 | 3.70 | 3.120 | 3.140 | 2.522 | 2.523 | 2.523 |

Prices Paid for 4% Milk

| June | Location | Area | Price |
|------------------------------|-------------------|--------|--------|
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | \$3.73 |
| Blue Hen Farms | Wilmington, Del. | — | 3.74 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.66 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.68 |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10, Z2 | 3.15 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.69 |
| Hoffman's | Altoona, Pa. | 9 | 3.425 |
| Lancaster Milk Co. | Lancaster Market | 14 | 3.60 |
| Penn Cress Ice Cream Co. | New York Market | — | 3.60 |
| Queen Dairy | Cresson, Pa. | 9 | 3.28 |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.55 |
| Strickler, Dean D. & Son | Lancaster, Pa. | 14 | 3.71 |
| Sylvan View Dairy | Huntingdon, Pa. | 10, Z2 | 3.40 |
| Tri County Dairy | Lancaster, Pa. | 14 | 3.60 |
| Western Maryland Dairy | Honey Brook, Pa. | 1A | 3.57 |
| | Rising Sun, Md. | — | 3.60 |

| July | Location | Area | Price |
|-----------------------------|-------------------|------|-------|
| Abbotts Dairies | (N. J. Producers) | — | 3.97 |
| Blue Hen Farms | Wilmington, Del. | — | 3.78 |
| Centerville Producers Co-op | Centerville, Md. | — | 3.66 |
| Clover Dairy Company | Wilmington, Del. | — | 3.84 |
| Delamore Dairy | Wilmington, Del. | — | 3.84 |
| Fram's Dairy | Wilmington, Del. | — | 3.87 |
| Greenhill Dairy | Wilmington, Del. | — | 3.78 |
| Highland Dairy Products | Doe Run, Pa. | — | 3.76 |
| New York Buyers | 201-10 mile zone | — | 3.43 |
| Scott-Powell Dairies | (N. J. Producers) | — | 4.03 |
| Supplee-Wills-Jones | Nassau, Del. | — | 3.55 |
| West End Dairy | Wilmington, Del. | — | 3.88 |
| Western Maryland Dairy | Rising Sun, Md. | — | 3.65 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| June | I | IA | II | III | "A" Bonus |
|------------------------------|-------|----|-------|-------|-----------|
| Cream Top Dairy | 94 | 0 | 0 | 6 | — |
| Eachus Dairy | 74.26 | 0 | 25.74 | 0 | — |
| Everett Milk & Ice Cream Co. | 35.31 | 0 | 49.64 | 15.05 | — |
| Hoffman's | 52 | 8 | 40 | 0 | — |
| Penn Cress Ice Cream Co. | 30 | 0 | 70 | 0 | — |

| July | New Jersey | Cream |
|----------------------|------------|-------|
| Clover Dairy Company | 89.9 | x |
| Abbotts Dairies | 95 | 5 |
| Castanea Dairy | 100 | — |

Feed Price Summary for July, 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| Ingredient | July 1944 (\$ per T.) | June 1944 (\$ per T.) | July 1943 (\$ per T.) | % Change, July, 1944 compared with June, 1944 | July, 1943 |
|------------------------|-----------------------|-----------------------|-----------------------|---|------------|
| Wheat Bran | 51.30 | 51.30 | 49.00 | 0 | + 4.69 |
| 16% Mixed Dairy Ration | 59.69 | 60.66 | 54.76 | - 1.60 | + 9.00 |
| 24% " | 64.13 | 64.67 | 55.50 | - .84 | +15.55 |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed

except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

There's a farm fire in the United States every 20 minutes, with annual loss of \$100,000,000, and an average of 3,500 lives. Clearing away the hazards is one way to cut these losses.

MILK PRODUCERS REVIEW

Class Prices

| Wilmington | F. o. b. market, cwt. of 4% milk |
|------------|----------------------------------|
| June | Class I \$3.93 |
| July | Class I 3.93 |
| August | Class I 3.93 |

| New Jersey | F. o. b. market, cwt. of 3.5% milk |
|------------|------------------------------------|
| June | Class I \$3.83 |
| July | Class I 3.83 |
| August | Class I 3.83 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|-----------|---------------|
| June | \$25.3594 | 12.5479 |
| July | 23.750 | 12.7066 |

*—Per 40-quart can of 40 percent cream.

†—Per pound of roller process dry skimmilk; each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices Paid for 3.5% Milk By South Jersey Buyers

| May, 1944 | Grade "A" | Grade "B" |
|-------------------------|-----------|-----------|
| Dairy | & Premium | |
| Abbotts Dairy | \$4.11 | \$3.77 |
| Arrowhead Shoemaker | 3.84 | 3.54 |
| Bundick Dairy | — | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.082 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Dennerly Dairies | 3.97 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.714 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.226 | 3.6096 |
| N. J. Milk Products Co. | 3.6928 | 3.598 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.138 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.1208 | 3.7372 |
| Sylvan Seal | — | 3.592 |
| Trenton Dairy | — | 3.83 |
| Wilson Dairy | 4.202 | 3.6792 |

| June, 1944 | Grade "A" | Grade "B" |
|----------------------|-----------|-----------|
| Abbotts Dairy | \$4.115 | \$3.715 |
| Arrowhead-Shoemaker | 4.1364 | 3.7242 |
| Bundick Dairy | — | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 3.998 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Dennerly Dairy | 3.998 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.72 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farm | 4.23 | 3.6909 |
| N. J. Milk Products | 3.906 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.194 | 3.83 |
| Scott Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.152 | 3.7604 |
| Sylvan Seal | — | 3.638 |
| Trenton Dairy | — | 3.83 |
| Wilson Dairy | 4.23 | 3.7024 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Boss—"Late again! Don't you know what time we start to work here?"

New Employee—"No. Everybody's always at it when I get here."

Prices 4% Milk, June and July

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during June and July, 1944.

| Handler | Plant Location | Location Differ- ential | June Price | July Price | Handler | Plant Location | Location Differ- ential | June Price | July Price |
|----------------------------|-----------------------|-------------------------------|---------------|---------------|---|--------------------|-------------------------------|---------------|---------------|
| Market Average | f.o b. Philadelphia | — | \$3.771 | \$3.831 | Schillinger's Dairies | Philadelphia, Pa. | — | \$3.915 | \$3.922 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.832 | \$3.863 | Scott-Powell Dairies | Philadelphia, Pa. | — | 3.779 | 3.791 |
| " | Curryville, Pa. | 339 | 3.463 | 3.494 | " | Ardmore, Pa. | — | 3.779 | 3.791 |
| " | Easton, Md. | 283 | 3.519 | 3.550 | " | Biglerville, Pa. | 283 | 3.503 | 3.478 |
| " | Goshen, Pa. | 241 | 3.561 | 3.592 | " | Fairdale, Pa. | 241 | 3.508 | 3.520 |
| " | Oxford, Pa. | 227 | 3.575 | 3.606 | " | Clayton, Del. | 318 | 3.431 | 3.443 |
| " | Port Allegheny, Pa. | 416 | 3.386 | 3.417 | " | Fairdale, Pa. | 234 | 3.515 | 3.527 |
| " | Spring Creek, Pa. | 451 | 3.351 | 3.382 | " | Snow Hill, Md. | 304 | 3.445 | 3.457 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.883 | 3.956 | " | York Springs, Pa. | 276 | 3.510 | 3.485 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.861 | 3.865 | Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.272 | 3.392 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.944 | 3.834 | " | Center Port, Pa. | 248 | 2.994 | 3.114 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.749 | 3.709 | " | Manoa, Pa. | — | 3.979 | 4.040 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.665 | 3.762 | Suburban Dairies | Philadelphia, Pa. | — | 3.790 | 3.851 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.602 | 3.826 | Supplee-Wills-Jones | Bedford, Pa. | 332 | 3.428 | 3.489 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.805 | 3.834 | " | Chambersburg, Pa. | 297 | 3.481 | 3.524 |
| " | Richlandtown, Pa. | 227 | 3.549 | 3.577 | " | Hagerstown, Md. | 304 | 3.474 | 3.517 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 3.838 | 3.889 | " | Harrington, Del. | 262 | 3.498 | 3.559 |
| Brown's Dairy | Glenside, Pa. | 07 | 3.950 | 3.835 | " | Huntingdon, Pa. | 332 | 3.428 | 3.489 |
| Buck's Co. Farms Dairies | Morrisville, Pa. | 22 | 3.621 | 3.639 | " | Leaman Place, Pa. | 234 | 3.526 | 3.587 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 3.831 | 3.966 | " | Lewistown, Pa. | 311 | 3.449 | 3.510 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.798 | 3.805 | " | Mercersburg, Pa. | 311 | 3.449 | 3.510 |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.349 | 3.409 | " | Mt. Pleasant, Del. | 227 | 3.533 | 3.594 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.886 | 3.959 | " | Princess Anne, Md. | 297 | 3.463 | 3.524 |
| Crystle, Wm. H., Dairy | Chester, Pa. | 07 | 3.495 | 3.857 | " | Townsend, Del. | 234 | 3.526 | 3.587 |
| Darlington Bros. | Darling, Pa. | 09 | 3.814 | 3.935 | " | Worton, Md. | 255 | 3.505 | 3.566 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.736 | 3.717 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.808 | 3.870 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.485 | 3.496 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.766 | 3.868 |
| Engel Dairy | Philadelphia, Pa. | — | 3.926 | 3.910 | Taylor's Dairy | Jenkintown, Pa. | — | 3.966 | 3.917 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.737 | 3.817 | Turner & Wescott | Glenroy, Pa. | 234 | 3.410 | 3.414 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.610 | 3.780 | Walnut Farms Dairy | Philadelphia, Pa. | — | 3.880 | 3.920 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.527 | 3.602 | Warners Dairy | Berwyn, Pa. | 09 | 3.832 | 3.813 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.725 | 3.748 | Wawa Dairy Farms | Wawa, Pa. | 09 | 3.615 | 3.751 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.865 | 3.858 | Willow Ridge Farm | Hatboro, Pa. | 09 | 3.907 | 3.859 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.845 | 3.875 | Wilmer Dairies | Conshohocken, Pa. | 07 | 3.811 | 3.836 |
| Gorman Dairies | Newtown, Sq., Pa. | 07 | 3.856 | 3.875 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.691 | 3.804 |
| Gormtree Creamery Ass'n | Obelisk, Pa. | 22 | 3.648 | 3.637 | Witchwood Dairy | Spring House, Pa. | 11 | 3.867 | 3.903 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.006 | 4.009 | *—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known, such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall. | | | | |
| Grubbs Dairies | Media, Pa. | 07 | 3.807 | 3.890 | x—Will pay butterfat differential of 5 cents per point. | | | | |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.982 | 4.021 | MARKET SUMMARY | | | | |
| Hansell, A. R. | Mainland, Pa. | 11 | 3.691 | 3.731 | JULY '43 JUNE '44 JULY '44 | | | | |
| Harbison's Dairies | Philadelphia, Pa. | — | 3.792 | 3.854 | Class I price, 4% milk \$4.050 \$4.050 \$4.050 | | | | |
| " | Brandtsville, Pa. | 276 | 3.486 | 3.548 | Class II price, 4% milk 3.152 3.126 3.126 | | | | |
| " | Byers, Pa. | 22 | 3.542 | 3.604 | Weighted average price 3.841 3.771 3.771 | | | | |
| " | Carlisle, Pa. | 276 | 3.486 | 3.548 | Class I, pounds 72,298,854 67,999,380 72,649,494 | | | | |
| " | Hurlock, Md. | 283 | 3.479 | 3.541 | Class II, pounds 11,102,744 12,584,281 12,424,244 | | | | |
| " | Massey, Md. | 241 | 3.521 | 3.583 | Total pounds 83,401,598 89,583,661 85,073,738 | | | | |
| " | Millville, Pa. | 332 | 3.430 | 3.492 | Class I, percent 86.69 75.91 86.69 | | | | |
| " | Sudlersville, Md. | 248 | 3.514 | 3.576 | Class II, percent 13.31 24.09 13.31 | | | | |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.668 | 3.746 | Average butterfat test, % 3.80664 3.79237 3.79237 | | | | |
| " | Boiling Springs, Pa. | 276 | 3.362 | 3.440 | Number of producers 9,583 9,586 9,586 | | | | |
| Hill Crest Farms | Eddington, Pa. | 09 | 3.806 | 3.901 | Pounds per day per farm 281 312 312 | | | | |
| Holiday Dairy | Norristown, Pa. | 11 | 3.684 | 3.710 | Value, 4% basis, f.o.b. Philadelphia \$3,203,611.75 \$3,375,412.36 \$3,258,931.75 | | | | |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.696 | 3.925 | MONEY | | | | |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.918 | 3.794 | SOLVES A LOT OF PROBLEMS | | | | |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.968 | 3.908 | WAR BONDS— | | | | |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 3.893 | 3.932 | help beat the Axis today, help re-equip the farm tomorrow | | | | |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.625 | 3.685 | | | | | |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | 3.880 | 3.499 | | | | | |
| Marmer, John | Bryn Mawr, Pa. | 09 | 3.902 | 3.824 | | | | | |
| Marshall, T. Forest | Linwood, Pa. | 11 | 3.924 | 3.901 | | | | | |
| Martin Century Farms | Lansdale, Pa. | 09 | 3.717 | 3.744 | | | | | |
| Meyers Dairies | Ambler, Pa. | 09 | 3.711 | 3.759 | | | | | |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.764 | 3.906 | | | | | |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.947 | 3.935 | | | | | |
| Montg-Berk Dairy Co. | Boyetown, Pa. | 227 | 3.596 | 3.595 | | | | | |
| Nelson Dairies | Norristown, Pa. | 09 | 3.726 | 3.672 | | | | | |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.915 | 3.922 | | | | | |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.493 | 3.579 | | | | | |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.797 | 3.877 | | | | | |
| Penn-Reed Milk Co. | Bellefonte, Pa. | 318 | 3.278 | 3.327 | | | | | |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.890 | 3.874 | | | | | |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.892 | 3.874 | | | | | |
| Rosenberger's Dairies | Hatfield, Pa. | 13 | 3.709 | 3.712 | | | | | |

Secondary Markets

Trenton

Milk production in the Trenton area continued to drop throughout July and it was reported at the monthly meeting of the marketing committee, held July 25, that milk producers are continuing to sell their herds.

The Trenton Marketing Committee mourns the death on July 28 of one of its members, **Eugene Stapler**, who was a member since the committee's inception.

A special meeting of the committee was held on August 1, to plan for the hearing held by the Director of Milk Control on August 7. The committee's recommendations called for the elimination of Class II milk and a price equivalent to \$.11 per quart to the producer for 3.5 percent milk, a price which is considered necessary in order to hold production in the market during the fall and winter months.

South Jersey

The severe drought that has dried up pastures and cut the hay crop in South Jersey was broken by an all-day rain on August 2. Production is reported to have increased slightly since then, but there is still every indication that milk will be very short during the fall and early winter months. Practically all buyers in the area are now looking for more shippers to protect their supplies next fall.

Inter-State members are urged to make no change in markets without first securing the approval of Inter-State and of the Director of Milk Control.

A truck load of milk was upset on July 3 near Woodstown. Members who suffered a loss have been assured by the trucker that this loss of milk is being taken care of by insurance.

The South Jersey Marketing Committee was represented at the milk hearing held at Trenton on August 7, with **J. Willard Gardiner**, chairman of the committee, speaking for South Jersey Inter-State members. A more complete report of this hearing and Inter-State's part in it will be found on page 2.

Wilmington

The Wilmington market is short of milk again, after a temporary surplus caused by the May and June flush. The buyers in the area are concerned over the possibility that they might not be able to get enough to meet their needs from

manufacturers during the short period next fall, due to the OPA ceilings on prices from such sources.

The Marketing Committee, in its work for the members of the area, has been able to put into effect arrangements whereby all approved buyers are now sending daily weight slips to their shippers. Many members have expressed themselves favorably on this service and all shippers are urged to keep the weight slips for their records.

Fred Martenis, chairman of the Marketing Committee, has appointed a committee of five to serve as a nominating committee on elections to the Marketing Committee for next year. These five are: **Ralph Bower**, Chesapeake City, Md.; **Chas. S. Ellison**, Middletown, Del.; **Ralph E. Larson**, Bear, Del.; **Harry Swain**, Landenberg, Pa.; and **Horace M. Woodward**, Wilmington, Del.

The election of next year's Marketing Committee will be held at the annual dinner meeting for Wilmington shippers at Red Lion on September 28. Details will be given in the next issue of the REVIEW.

Altoona-Huntingdon

The entire Altoona-Huntingdon Milk Market Advisory Committee met at a dinner meeting in Hollidaysburg on August 9. Among the speakers was **Professor Jos. Nagotte**, extension dairy specialist from Pennsylvania State College, who stated that recent developments and discoveries in dairy feeding may upset some of our older beliefs. **R. S. Clark**, county agent of Huntingdon county, also talked briefly and offered the committee members constructive criticism designed to help them in their work.

A talk was given by **Earl E. Warner**, Inter-State's statistician, who discussed the milk situation as it now exists in the Philadelphia milk shed and related these facts to the probable development of the next few months. **O. H. Hoffman**,

Jr., Inter-State's general manager, talked to the committee about the job of cooperatives in general, and Inter-State in particular, in helping agriculture during the remainder of the war and in the transition to peace.

Other speakers included **Kenzie S. Bagshaw**, Inter-State director from Blair county, and **Norman Huyett**, the rural poet, from Huntingdon county.

Rural Leaders Confer On Community Problems

The Pennsylvania Country Life Association has just completed a Leaders' Conference which convened at Newton Hamilton on August 4. Fifty persons representing a wide range of rural life interests shared in a consideration of the topic, "The Rural Community Tackles Its Problems." Particular emphasis was given to the problem of coordinating the work of various organizations and interests in solving problems faced by the rural community.

Discussion periods focused attention on these problems: What are the problems around which community interest may be built? How can the community organize for local coordination? What can be done to stimulate an awareness on the part of rural citizens of the importance of local action? How can the rural community pay for the services it needs? How can leaders for community action be found and developed?

The following officers were elected to serve for the ensuing year: President, **M. C. Stewart**, Homer City; Vice-President, **Howard W. Wickersham**, Kelton; Treasurer, **Harold Doran**, State College; Executive Secretary, **Lois Clark**, Harrisburg. Other members of the Executive Committee: **Rev. John Baxter Howes**, Milroy; **Furman H. Gyger**, Kimberton; **Robert Sterrett**, Carlisle; **Mildred Titus**, Tunkhannock.

It isn't what you know but how well you know how to use what you know that really counts.

Although Donald E. Herr is a son of dairyman John H. Herr, Lancaster, Pa., he has chosen these pigs for his 4-H project.



Summer Summary

A Rough Idea of What Goes On

IF you were to visit the Dairy Council in midsummer (and you may consider that an invitation if you wish) you would find things pretty quiet. That would be mainly because most of the field staff are on leave of absence for the school vacation period, and the usual bustle and hustle is hushed till fall. But the comparative calm is a deceiving condition—for those who stay to labor through the long hot days are mighty busy.

The calm, for instance, does not extend to the stock room, where **Horace Way** spends many a perspiring hour filling the orders for material that always reach us between school terms. Posters, book-sheets and leaflets by the thousands must be counted, wrapped, labeled and mailed—and Horace spends most of his time with a requisition in one hand and a postal guide in the other.

The quiet is likewise purely a surface condition in **Hannah Warington's** office—for figures are flying in all directions as the end of the fiscal year rapidly approaches, and the books must be navigated through the tortuous channels of withholding taxes, group insurances and countless other "deducts." Bookkeeping can no doubt be wearing on the constitution at any time, but on a hot day just before annual report time—the keeper of the books should easily qualify for the Purple Heart.

In the department where schedules are made for puppets, plays and speeches, things were never livelier. **May Bates** and Company are feverishly sending and receiving letters, answering phone calls and making entries,—and already beginning to wonder how they can fit all the urgent requests from schools and community organizations for Dairy Council presentations into one year's work. Arranging an itinerary for one field worker is quite a problem—involving as it does the transportation of properties, the avoidance of repetition, and the economizing of traveling time and cost. That problem is multiplied by about fifteen.

And so it goes from office to office—everyone running a race against the calendar with a finish line stretched across the opening of the next school term in September. This is the all-important time when plans are laid and strategy mapped. This is when ideas are born—not without labor!—and the tools of

our trade are fashioned for the work which lies ahead.

If you'll peek in the kitchen upstairs, you'll probably find a nutritionist and a photographer preparing and snapping colorful settings of foods for use in future food demonstrations. Elsewhere you will no doubt find a printer consulting on the layout of new material—such as the booksheet for primary grades which will tell the story of milk from cow to kiddie; or the newest in the once-a-year series of recipe leaflets (a copy goes to your reporter's wife with instructions to use early and often!)

The activity which is the least audible or visible, but probably the most feverish, is the mental activity in the craniums of those who are stuck with the job of creating new talks and plays. High school assemblies must be kept free of boredom for another year—elementary grades must be entertained across the footlights — primary young'uns must be enchanted anew by the flippant puppet. And the idea factory must continue to grind out fresh and refreshing vehicles to fill these needs.

Some of this creative effort takes place in a secluded corner here at headquarters—as evidenced by alternating periods of torturous silence and frenzied typewriter-banging. But most of the dramatic and rhetorical brainchildren are conceived in faroff places,—in trolley cars, at dinner tables, in the long still watches of the night—for any Dairy Councillor worthy of the name is a Dairy Councillor on a round-the-clock basis, and when a play or a talk is in the making the brain for some reason refuses to be regimented into a regular working day.

Wait just a second—what brought all this on? Maybe we'd better see what Webster has to say about this word "quiet" seems to have a

number of definitions one of them is "lack of activity" excuse it, please—we had the wrong word!

Mac Shoulders His Pack

Dairy Councillor **Robert C. McKinley**, who is at present Corporal McKinley of the Marine Corps, has hit the road. Armed with a delayed travel pass, Bob breezed into and out of Philadelphia the other week on his way from Cherry Point, N. C., to San Diego, Cal., and thence to parts unknown.

The Boy Who Stayed Home

Pvt. **Pound O. Butter**

Embarkation Port
Somewhere in U.S.A.

Dear Private Butter:

I was sorry to learn you had been drafted, but we should all be glad of the opportunity to serve our country on the battle front, shouldn't we? I would like to enlist, too, but Washington says I am not good enough for the army and our allies overseas, although I feel fit and they say I am good enough for civilians.

I say I am sorry you were drafted. Of course, that really isn't true. As you go to war, I am gradually taking over your job here at home and I personally have no intention of giving it back to you when the war is over. I think I'm just as good as you are, so why shouldn't I make the most of the opportunity?

Since I have started being so frank, I might as well tell you the whole story. I had a hand in having you drafted because I thought the war crisis presented an unusual opportunity to get you out of the way. In the past I have tried to look like you, but my disguise has always been discovered. In fact, they even passed laws saying I had to look like myself and could not pose as you. But they need me now that you are gone and may let me dress like you to fool the public.

So, dear Private Butter, I will take care of things here at home while you go to war. You may come back, but you won't come back to your old job. I have been just a little smarter than you. Ha! Ha!

Sincerely,

Olie Margarine.

—Courtesy Belle Plain, Iowa, Gazette.



Start Right Now To Control Corn Borer Next Year

DAMAGE by the corn borer is most evident at this season of the year. Nothing much can be done at this time, however, to prevent or reduce damage to this year's crop.

Right now is the time to start making plans for controlling this pest in the 1945 corn crop. This control involves clean practices in the corn field, and that starts with the harvest of the corn and follows right through until planting time next spring.

The handling of the corn stalks and refuse from the corn fields, and the type of plowing equipment used are two major factors in control of the borer. These controls are carefully outlined in a twenty-page bulletin, No. 284, prepared by H. N. Worthley and R. U. Blasingame of the staff of Pennsylvania State College and Agricultural Experiment Station.

This bulletin is well illustrated and describes in detail the methods of control that have proved most successful in destroying the borers during their hibernation period, between harvesting and the start of next year's crop.

The recommendations follow:

1. Where corn is cut and stalks are removed from the field:

a. Cut as close to the ground as possible. Short stubble presents a small plowing problem.

b. Investigate the possibilities of the tractor-binder hitch and the stationary-knife low-cutting attachment for corn binders.

c. If possible, husk corn with the husker-shredder. Running fodder shocks through an ensilage cutter will also kill borers, but husking then becomes an added operation.

d. If a walking plow is used which does not plow stubble cleanly, examine its condition and adjustment, and try the special attachments.

2. Where stalks are husked standing:

a. On all areas that are stony or otherwise difficult to plow, cut or break down the stalks while the ground is bare and frozen, rake and burn them before plowing.

b. Where stones are not a problem, standard tractor plows may be expected to cover standing stalks as well or better than the walking plow.

c. Where stones interfere to any extent with plow performance, better coverage may be expected with the 14-inch general purpose walking plow specially equipped, than with standard tractor plows now on the market.



"Mom — You're sitting on my lunch!"

Faster Milking Saves Work, Makes More Milk, Easier on Cow

Because of the labor shortage on dairy farms, many New Jersey dairymen are looking to a new, faster method of performing the age-old chore of milking. They are finding it in a method known merely as the improved system of milking, according to Dr. George E. Taylor, extension dairymen at Rutgers University.

"Improved milking not only cuts down milking time and offers the most efficient way to use what labor is available, but it also stimulates production slightly and reduces the time required for stripping," Dr. Taylor points out. The important steps, he says, are:

1. Start milking at approximately the same time night and morning.
2. Have all equipment in readiness

for use before starting to milk.

3. Properly prepare each cow just prior to milking by washing and massaging the udder with chlorinated water heated to 110 to 120 degrees Fahrenheit.

4. Remove a few streams of milk from each quarter into a strip cup just before putting the machine on each cow.

5. Examine and massage each quarter just before milking is completed, pulling downward on the teat cups at the same time.

"Preparing each cow properly for milking makes for cleaner milk and a more pliable udder and stimulates the cow to give down her milk more promptly," Dr. Taylor says. Drawing a few streams of milk into the strip cup is equally

stimulating to let-down of milk, it discards a little milk that is low in fat and high in bacteria and detects gargety milk at its source. Many dairymen find that hand stripping is no longer necessary.

"Young cows and first calf heifers respond and adjust themselves more readily to the improved milking method than older cows. Even older animals will become accustomed to faster milking, but it may require a little more time and careful handling."

Don't kid yourself into thinking that much of today's farm income is profit just because it's bigger than your peacetime gross. A lot of it represents worn-out buildings and equipment that can't be replaced because of wartime shortages. Keep your position in balance by investing in War Bonds to take care of this depreciation later.

Use Barnyard Manure To Improve Pastures

Hundreds of acres of old permanent pastures now producing little pasture feed could be nearly doubled in productivity by application of barnyard manure, says F. V. Grau, extension agronomist of Pennsylvania State College. Returns from applying manure to pasture lots have been as great as can be expected from applying manure to other crops.

A good practice is to apply barnyard manure to about a fourth of the old pasture each year. Livestock will not graze on that part of the pasture until the manure has disintegrated and this gives the grass a chance to get a good start.

The specialist recommends spreading the manure at the rate of about six tons to the acre. If large quantities of straw are in the manure, it can be raked with a hayrake after drying off. Covering a strip of the old pasture would make an interesting demonstration and provide a simple method of comparing the increased growth on the treated strip with the untreated portions of the pasture, he says.

"My dear," said the head-of-the-house, valiantly trying to carve the evening meat, "did you by any mischance buy this steak with your No. 18 coupon?"

There's No Charge!

For printing your WANT AD in the REVIEW. A FREE service to Inter-State members.

IT MUST BE SENT BY THE 10th

Testers Short Course at Penn. State College

Another tester training short course will be offered at the Pennsylvania State College from August 23 to September 6. The 119 DHIA associations operating in the state are calling upon the graduates of these courses to keep those organizations in operation, many of the testers having entered the armed forces.

Women and girls have found association testing congenial employment, with 14 already so employed in Pennsylvania. According to C. R. Gearhart, dairy extension specialist, this employment provides useful experience and a broad background to anyone who expects to manage his own dairy herd.

Details of the short course can be obtained from A. L. Beam, director of short courses at Pennsylvania State College.

Breeding Associations Help Increase Production

A survey made in the state of New Jersey, covering about 1000 dairy farms where artificial breeding had been practiced over a period of years, has shown excellent results, says Dr. J. W. Bartlett, head of the Department of Dairy Husbandry of the College of Agriculture at Rutgers University.

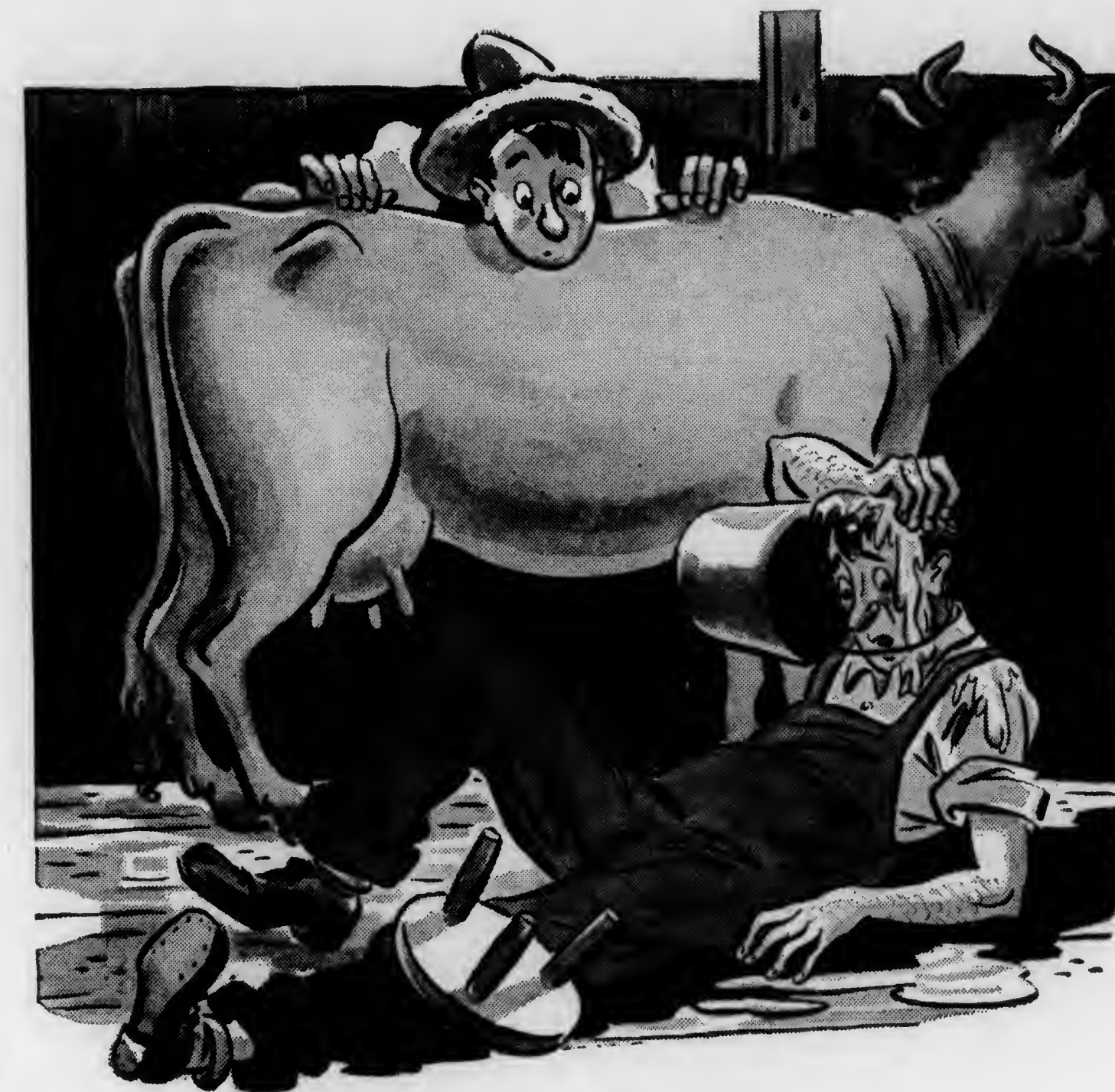
The present survey was studied in connection with a previous survey showing that the cows which are the offspring of artificially bred dams had milk production records which average better than 800 pounds a year above the records of an equal number of cows sired by bulls maintained by the farmer.

This superiority was claimed by Dr. Bartlett as being due to the high quality of the sires used in the artificial breeding organizations, thus making these high production blood lines available to the average farmer.

This increase of approximately one quart of milk per cow per day, if applied to New Jersey's 150,000 "average" dairy cows could eventually mean an increase for the state of about 124 million pounds of milk per year; or, if applied to the country as a whole, 20 billion pounds a year.

He states, further, that the expense to the farmer of producing milk would be proportionately reduced. Approximately 13,750 cows are now enrolled in the state's six artificial breeding associations, this being about nine percent of the state's total cow population.

It is not where you start from, but where you get to that counts.



"YOU SAY BESSIE KICKED THE BUCKET?"

Yes, Bess!

No more patient cow ever stood in a stall. Quite a producer, too.

Trouble was the flies got to Bess. And the gnats. And the mosquitoes. S-o-o-o . . . she let fly with her handiest hoof and over went the milk pail.

Chances are this tragedy in the end stallion would never have happened had Bessie's boss remembered to give her a treatment of Gulf Livestock Spray before milking time.

For, as many farmers and dairymen know, Gulf Livestock Spray kills flies, mosquitoes, gnats, and many other insects by contact. It also repels many stable flies, horn flies, buffalo gnats, and

mosquitoes—insects that make a cow think she's leading a dog's life.

Try some Gulf Livestock Spray on your herd. Spray it on and watch your cows quiet down as the mist settles on their tortured hides! See how quietly they'll stand while being milked. (And don't overlook the relief from insect annoyance they'll get while out grazing.)

Get a supply of Gulf Livestock Spray at once. It's readily available at feed stores, milk companies, and Gulf Service Stations.

Remember, Gulf Livestock Spray is still sold on a guarantee of satisfaction or your money back. Just follow simple directions on the container.



NO INCREASE
IN PRICES!

1-Gal. Containers \$1.19
2-Gal. Cans \$1.93
5-Gal. Usable Pails . . . \$4.75
Also in 55-Gal. Drums

LIVESTOCK SPRAY

To join the Invasion . . . buy War Bonds!

What goes up must come down, but careful feeding and sound herd management will soften the thud this fall from last spring's extreme high peak of production.

Latest Dairy Methods Discussed at College Conference

A TWO-DAY dairy fieldman's short course was held at State College July 17-18, at which fieldmen from dairy cooperatives, milk companies and others received reports on the latest developments which would be helpful in the production of milk and operation of dairy farms. Chas. L. Flounders, president of the Pennsylvania Association of Milk Dealers, was general chairman of the conference.

Some of the recommendations made, if adopted, would result in almost immediate increases in milk production and are especially adaptable to the problems faced this fall, when a milk shortage is anticipated. Others concerned a long-time program for the building up of higher productivity, while still other recommendations involved means of reducing costs of production through labor saving, better utilization of pasture and lower costs of home-grown feeds.

Recent research on the milking of cows for a few days before freshening and the effects of that practice upon milk production were presented by E. A. Keyes. The artificial breeding of dairy cows was discussed by R. H. Olmstead, who cited the progress made in Pennsylvania on that project and the possibility it holds for general improvement of the quality of our dairy cattle. Research on the technical aspects of this activity was presented by J. O. Almquist.

Two rather frequent dairy cattle diseases were discussed. One of them, mastitis, and the research work done on it, was covered by J. J. Reid. The other covered calfhood diseases in general and was discussed by W. T. S. Thorp.

The use of labor saving devices on the farm was discussed by D. C. Sprague, who outlined the tremendous advance in labor saving equipment used on field crops. The use of electric powered equipment for many manual jobs was described as practical economy, with a small amount of gasoline or a very little electricity often doing several hours work of one man. The use of electricity in milk production was discussed by J. E. Nicholas, who described the use of electric sterilizers, milk coolers and water heaters, as well as electric motors for the operation of milking machines and water pumps.

The cost of milk production and the factors affecting the cost were discussed in considerable detail by W. L. Barr, this material being

based on the same studies as that presented at numerous milk hearings.

On the feeding of the dairy herd, A. A. Borland described sound grain feeding programs and their relation to the costs of those feeds and the price of milk. J. B. R. Dickey went into the production of home-grown high quality dairy feeds, with L. L. Huber describing the advantages of hybrid corn for high yields of both grain and silage corn. Economics of the dairy situation in general were discussed by H. N. Reist.

F. J. Doan described some of the results of recent research on milk and milk products. This included the recent studies on the freezing of concentrated whole milk and the instant freezing of cream.

The last subject on the program, handled by I. E. Parkin, covered the rapid milking procedure which has proven to be a great time saver while, in almost all cases, increasing production.

Post War Foreign Market A Gamble, Says Perry

There is some danger that dairy-men are building too high hopes that the heavy demand for milk and milk products will continue for a long time after the war because of a reported heavy reduction of dairy stock in Europe, says Enos Perry, extension dairyman at Rutgers University.

His belief that this prospect is uncertain is based upon reports that the dairy herds in the European continent have not been depleted as greatly by the war as many have previously believed. There is the uncertainty, however, of what will happen to the dairy herds during invasion, especially if the enemy should practice a scorched earth policy, destroying or carrying away dairy herds.

It is also believed improbable that large quantities of butter will be used by the Europeans because of its relatively high price as compared with vegetable oils.

In view of this situation, Perry believes the dairyman should continue the sound policy of culling out the low producing cows, raising calves from the best cows mated with high quality bulls, building a healthy herd and growing as much of the basic dairy ration on the home farm as possible.

Straws float on the surface; for pearls you must dive below.

Cows Due to Freshen Should Be Well Fed

Cows due to freshen during the fall months should be well fed if maximum production and greatest profit during the winter months are desired, says R. H. Olmstead, dairy extension specialist at Pennsylvania State College.

Such cows should be dried off six to eight weeks before freshening time and if at all thin they should have full rations until a short time before the calf is due. If pasture is short there should be supplemental feeding of hay, silage or some green crop. In addition, the cows should be given sufficient grain to get them into good condition. A good fitting ration is a mixture of 100 pounds of corn meal, 100 of pounds ground oats, 100 pounds of wheat bran and 75 pounds of oil meal. If good legume hay is used or if pasture is abundant the oil meal may be reduced in amount.

Reduce the amount of grain gradually for about ten days before freshening and the last two or three days feed no grain except bran or a mixture of bran and whole oats. After freshening the fitting ration may be fed, increasing the amount gradually depending upon the condition of the cow's udder. At the end of ten days to two weeks change gradually to the regular milking ration and have the cow on full feed at three to four weeks after freshening.

Cows freshening in good condition and well fed during the lactation period will give enough extra milk to pay double price for all extra feed used to get them ready for work. A full ration at this time helps to get a full milk pail later.

New Wonder Drug Effective on Mastitis

Penicillin will doubtless find a job to do in many dairy barns after the war is over and supplies are available for such purposes. Tests made by Dr. J. C. Kakavas, bacteriologist at the University of Delaware and associated with the Haskell Research Laboratory located there, have successfully demonstrated the value of penicillin in the treatment of mastitis.

The results of his tests have been very satisfactory. He warns, however, that considerable research work must be done in connection with the use of this drug before its use can be generally adopted. He states, further, that the optimum dosage and the frequency of treatment have not yet been established.

The treatment was found most effective against streptococcal mastitis and less so against staphylococcal mastitis.

The Truth About Farmer Cooperatives and Taxes

DESPITE clever propaganda to the contrary, farmer cooperatives are not exempt from taxation. Generally speaking, they pay taxes the same as any other business.

They pay state and local property taxes.

They pay excise taxes.

They pay transportation taxes on the movement of goods or persons and taxes on communication services.

They pay social security and unemployment insurance taxes.

They pay stamp taxes, use taxes, import taxes, occupational taxes, and miscellaneous taxes on various commodities wherever other businesses pay them.

Many of them even pay income taxes—the reason that others do not, is that they have no income to tax.

For farmer cooperatives are service—not profit—organizations.

Cooperatives operate on the basis of deducting from the returns to the farmer for his products, or adding to the price of supplies purchased for the farmer, an amount sufficient to cover estimated costs plus a margin for operating contingencies. What is left after actual costs are covered belongs to the farmer-member or patron and is systematically returned to him. Even the margin left for contingencies if unused is returned.

It is in no sense a profit to the association; it is a revolving fund into which balances due the patron are from day to day accumulated, pending settlement with the farmers, and from which excess contingency charges are from day to day paid out.

Furthermore, like all individual citizens, the farmer must report all taxable income including refunds from cooperatives which he receives in cash or stock; and for that matter, all equities that may be credited to his account on the books of the cooperative.

Any other corporation operating on such a non-profit basis, would also pay no income tax, for the simple reason that there would be no income to tax. This method of doing business is actually being followed by many concerns other than farmer cooperatives. In other words, there is nothing to prevent any industrial or commercial corporation from contracting to refund to patrons all proceeds, less expenses of operation, thus operating on a cost basis as does a cooperative.

The relationship between a cooperative and the farmer is essentially that of agent and principal. To tax the cooperative for balances of

earnings, or savings which is obligated by law, charter or agreement to handle as trust funds for, and, to pass on to, the farmer, would be taxing an agent for income belonging to his principal, the absurdity of which is obvious.

If the farmer gave his hired man \$10 with which to buy three bushels of seed potatoes on his trip to town, and the hired man was able to get the seed for \$9.00, including truck hire, and later returned the \$1.00 to the farmer, nobody would maintain that the other \$1.00 was income or profit and should be taxed to the hired man. Yet, the taxation of proceeds received by a farmer cooperative for one of its patrons would be nothing more than taxing the hired man.

Farmers set up their cooperatives to provide themselves needed services—not to make profits on capital investment in unrelated enterprises.

In the event of liquidation, the net assets of a cooperative are prorated to the members or patrons on the basis of the use they have made of the association; if they are stockholders they can receive as such no more than paid-in value of their stock. In addition, they may receive as patrons, their equity in any undistributed balances on hand. Thus, the principles of non-profit and patronage refund, termed recently by a federal judge as part of the "warp and woof" of any cooperative, are carried out not only in operation but also in the process of liquidation.

(The foregoing article is a reprint of Information Bulletin No. 2, published by the National Council of Farmer Cooperatives. Bulletin No. 3 will appear next month.)

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during July, 1944.

| | |
|--------------------------|------|
| Farm Calls | 1167 |
| Non-Farm Calls | 186 |
| Butterfat Tests | 3623 |
| Plants Investigated | 54 |
| Herd Samples Tested | 407 |
| Brom Thymol Tests | 440 |
| Microscopic Tests | 139 |
| Membership Solicitations | 391 |
| New Members Signed | 68 |
| Meetings | 14 |
| Attendance | 339 |

Conscience is an inner voice that tells us that someone is looking.

WAR BONDS MEAN JEEPS TODAY...



NEW FARM EQUIPMENT FOR YOU TOMORROW!

OUR BOYS in service—your boy included—give thanks for every fighting family that backs the war effort with the regular purchase of War Bonds. Their fine fighting equipment helps assure Victory. And it comes from the money you put into those Bonds!

There'll be new equipment of all kinds on the market after the war—new tractors, combines and machinery to make the farm efficient and profitable; refrigerators, washing machines, modern radios, kitchens and bathrooms, to make housework quick and easy and to create leisure for the whole family.

When peace returns, your Bond-buying neighbors will be repairing, rebuilding, restocking and replacing. *Because they'll have the money to do it with!* Make sure today that you, too, can take advantage of tomorrow. Buy Bonds regularly and often.

You never get less than you lend and you can get a third more than you invest! When held ten years, Series E Bonds yield 2.9% interest, compounded semi-annually. You get back \$4 for every \$3.

Of course, no one should cash a Bond unless he has to, but if an emergency comes along, your War Bonds are like money in the bank. Uncle Sam will redeem them in cash—at full purchase price—any time after you've held them 60 days.

FACTS ABOUT WAR BONDS (Series E)

| You LEND Uncle Sam: | Upon Maturity you get back: |
|---------------------|-----------------------------|
| \$18.75 | \$25.00 |
| 37.50 | 50.00 |
| 75.00 | 100.00 |
| 375.00 | 500.00 |
| 750.00 | 1000.00 |

You can buy War Bonds from your bank, Postmaster, Production Credit Association, or Rural Mail Carrier.

For America's future, for your future, for your children's future—BUY WAR BONDS!

Let's all

KEEP BACKING THE ATTACK!

The Treasury Department acknowledges with appreciation the publication of this message by

Inter-State Milk Producers Review

To speak wisely may not always be easy—but not to speak ill requires only silence.

Cut
Bacteria count
and you cut
WASTE!



That's why it pays to
sanitize your milk
producing equip-
ment and utensils...
today and every day
...with

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ANOTHER DAIRY PROBLEM SOLVED!

PLUS **DICOLOID**
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UTENSIL MINUS Milkstone



NO NEED TO DAMAGE YOUR UTENSILS WITH STEEL
WOOL, SANDPAPER, HARSH SCOURING POWDER

Just make DICOLOID into a paste...
apply to utensils with a brush... and
milkstone and other stubborn contamina-
tions will be removed in a jiffy. A con-
centrated powder, DICOLOID'S powerful
action makes hard-as-a-rock milkstone
soft as butter. Will not injure utensils or
hands. Remember, milk-spoiling bacteria
have no chance of hiding beneath a coating
of milkstone when you use DICOLOID.
Ask your Hauler to bring you a supply.
The Diversy Corporation, Chicago 4.

FOR DISINFECTING UTENSILS USE **DIVERSOL**

Teacher: "Who can tell me what
'Agriculture' is?"
Thomas: "Well it's just about
the same as farming, only in farming
you really do it."

Production Steady, Butter Situation Critical

MILK production in the Phila-
delphia area continued at a
higher level during July than
weather conditions appeared to in-
dicate. Total United States produc-
tion during the first six months of
1944 amounted to 61.7 billion
pounds, which was slightly higher
than production during the first
six months of 1943. This was due
in part, however, to an increasing
seasonal variation taking place in
the major fluid milk production
areas.

Production in the Philadelphia
milk shed, measured by the weekly
USDA figure for 5,000 herds was
well above July a year ago. The
average herd delivered 314.29
pounds daily during the week ending
July 29, 1944, compared with 305.92
pounds daily during the week ending
July 31, 1943. As in the last week
of July, 1942, there was an increase
during the last week of July, 1944.
This is shown not only by the 5,000
herd figure, published by the
USDA, but also by the 9,000 herd
figure which increased from a daily
average of 297.73 pounds during
the third week of July to 300.91
pounds per day during the last
week in July. The USDA Monthly
Domestic Dairy Markets Review for
July, 1944, reports that supplies
of milk in the larger distributing
centers were ample and at times in
excess of fluid demands.

Quotas under the milk conserva-
tion orders were reduced for August
as follows: Milk sales are not to
exceed 100 per cent on a daily
average basis of sales during June,
1943; cream sales are limited to 75
percent of June, 1943, and by-pro-
ducts to 90 percent.

Total butter production in
1943, according to a recent summary
of dairy products manufactured in
1943, published by the U. S. Bureau
of Agricultural Economics, was 5
per cent below production in 1942.
It might be added that 1942 pro-
duction was less than 1941. During
the first half of 1944, creameries
produced about 11 per cent less
butter than during the first half of
1943. A slight improvement is
noted, however, the most recent
weekly report showing production to
be running only 8 percent below the
corresponding week a year ago.
The USDA weekly butter produc-
tion report states that this was the
nearest to last year's level that has
occurred since early in June. The
inadequate supplies of butter for
civilian use this year result from

low production and from large
government set-aside requirements.
Comparatively little butter has gone
for lend-lease this year, 1.5 percent
compared with 3.8 percent last
year.

Demand for butter has declined
further since the number of red
points per pound was increased to
16 on July 23, the same as were
required from October 3, 1943, to
April 30, 1944. During that period,
however, people had twice as many
red points to spend. Consequently,
the 16-point rationing is having a
severe dampening effect on the
demand for butter.

Cold storage holdings of butter
on July 1, 1944, amounted to 106
million pounds compared with 157.5
million pounds on July 1 last year.
A more up-to-date figure is that
published by the USDA for 35
major butter markets, which shows
that on July 29, this year, there
were 103.8 million pounds in storage
in those 35 markets compared with
167 million pounds last year and a
previous 5-year average of 132.8
million pounds. Those 35 major
markets held in storage approxi-
mately 80 percent of the total
storage butter as of August 1, 1943.
This situation compared with the
large set-aside requirements being
enforced by the Government can-
not help but result in a severe
shortage of butter for civilian use.

The butter set-aside require-
ment for July was 45 percent of the
quantity manufactured and for Au-
gust it is 30 percent. Last year the
set-aside requirement for August
was 30 percent, in September it
was reduced to 20 percent and in
October it was eliminated.

Butter consumption under
these conditions is expected to be
about 75 percent of normal pre-war
consumption, which ran 16 to 17
pounds per person per year. The
all time peak in butter consumption
per capita in the U. S. was reached
in 1896 when it exceeded 22 pounds
per person. It declined to ap-
proximately 14 pounds in 1918.
Now, with the use of butter sub-
stitutes being encouraged, on a
large scale, it has declined to the
lowest point since the 1870's.

Cheese production has been
holding at a comparatively higher
level than butter during 1944. This
was not true in 1943. Recent weekly
reports of the U S Bureau of
Agricultural Economics show cheese
production at a level 3 percent above
corresponding weeks in 1943. Cold

storage holding of American cheese
on July 1, 1944, were 166.8 million
pounds compared with 117.1 million
pounds on July 1, last year.

Set-aside quotas for non-fat dry
milk solids were reduced from 75
percent of spray process production
and 50 percent of roller production
in July to 60 percent and 35 percent
respectively during August and Sep-
tember. It is reported that a
shortage of barrels has been one
factor in these reductions. Whole-
sale prices at New York of spray
process non-fat dry milk solids were
reported by the Monthly Domestic
Dairy Markets Review at 15.75
cents per pound in car lots and 16
to 16.75 cents per pound in less
than car lots. Prices on roller
process dry solids for human con-
sumption was 15.25 cents per pound
in car lots and 15.75 to 16.25 cents
per pound in less than car lots.

The Philadelphia cream mar-
ket, according to the Office of
Distribution, War Food Administra-
tion, showed evidence of short
supplies with cream approved for
Pennsylvania only priced at \$23.50
to \$24 per can during the last week
in July. Cream approved for Penn-
sylvania, Newark, and Lower Mer-
ion Township, although short of
demand, did not advance from the
\$25.00 to \$25.25 range in which
such cream has been priced since the
second week in July. Beginning
August 1, cream consumers who
wish to use heavy cream on a
doctor's prescription must obtain
a certificate from a county health
officer or the president of a county
medical society.

Meeting Calendar

August 21—Lancaster Inter-State Milk Mar-
ket Committee—Farm Bureau Building,
Lancaster.
August 22—Special meeting of Woodside
Local—home of Joseph and Mabel
Briggs, Newtown-Yardley Road, Yardley,
Pa., 8:00 P.M.
August 29—Trenton Inter-State Milk Market
Committee—19 W. State Street, Trenton.
September 12—Altoona-Huntingdon Inter-
State Milk Market Committee—Hollidays-
burg, Pa.
September 19—South Jersey Inter-State
Milk Market Committee—Woodbury.
September 28—Annual meeting of producers
in Wilmington Inter-State milk market—
Community House, Red Lion, Del.,
7:00 P.M.
November 27-28—Annual Meeting of Inter-
State Milk Producers' Cooperative—Phila-
delphia, Pa.

Turner Tells Farm Bureau

(Continued from page 3)

ment, and (3) ways for giving full
employment to returning soldiers.

The head of the Interstate Farm-
ers Council, which is composed of
38 farm organizations and coopera-
tives in West Virginia, Virginia,
Delaware, Maryland and Pennsyl-

Guernsey Consignment Sale

Friday, September 15, 12:30 P. M.

On premises of J. U. WARRENFELTZ, Smithsburg, Md.
(Route 997 between Waynesboro, Pa., and Smithsburg, Md.)

20 Registered Cows, 6 Grade Guernsey Cows

All fresh or close springers, many with D. H. I. A.
records of over 500 pounds fat

5 bred heifers, close springers

3 young heifers

2 young bulls, by a son of Langwater Vagabond

Most of cows and bred heifers are bred to a son of Langwater
Vagabond (sold recently for \$16,500) or to a son of Foremost
Gold Bond

All from T.B. and Bang's Accredited Herds

For catalog, write

B. H. Welty, Waynesboro, Pa., R. 4

MEMBERS

Free Advertising

Active members of Inter-State
may place "for sale" or "wanted"
advertisements in the Review with-
out cost to them. Ads are limited
to one-inch space and are published
without investigation or guarantee.
Agents' and salesmen's advertising
not accepted in this department.
Your advertisement should reach
us by the 10th of the month.

FOR SALE: Wong barley seed (winter
beardless) re-cleaned. Heavy yielding, stiff
straw with heads remaining erect for com-
bining. Also, Thorn seed wheat. Russell
B. Jones, Westtown, Pa., Phone, Westtown
2144; Marshall L. Jones, Jr., Westtown, Pa.,
Phone, Westtown 2147.

FOR SALE: Several very fine grade and
purebred Guernsey heifers from one to
twelve months of age. They are sired by
Fritzy Supreme Genius No. 271517 out
of D.H.I.A. tested dams. The herd is
TB and Bang's accredited. Frank L.
Magill, Doylestown, Pa. R. D. 2, Phone,
Sugan 3307.

vania with a combined membership
of more than 375,000 farmers, said
that two other problems the country
faces are the attempt on one hand
of John L. Lewis to take over
farmers as a part of his District 50
and the efforts on the other hand
of "certain business interests through
the so-called National Tax Equality
Association to cripple and destroy
farmer cooperatives."

He termed the activities of the
latter group "a wilful effort on their
part to kill the cooperative move-
ment and thereby strike a direct

Cash Prizes

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**REVIEW
PICTURE
CONTEST**

An opportunity to turn your
really good snapshots into money.

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Open to . . .

Members of the Inter-State Milk Pro-
ducers' Cooperative and their families.

Requirements . . .

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background.
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others on its merits.
3. Description of Picture — Who?
What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review,
401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

blow to the three out of every five
farmers in America who belong to
farmer cooperatives."

Wife: "Don't argue with me."
Hubby: "But I haven't said a
word."

Wife: "No, but you were listen-
ing in a very unpleasant way."

I'VE HAD TOUGH LUCK
BUYING COWS - EVEN HIGH
PRICED ONES AREN'T AL-
WAYS GOOD PRODUCERS..



*We've Solved That Problem...I Raise My
Own Replacements...The Mutual Dairyade
Program Helps Build My Herd*

"Yes Sir, I'm one of the many
Dairymen in this area, who are raising
their baby calves on MUTUAL
DAIRYADE and selling all of their
milk. That way I raise my own calves
and still get big milk checks. We all
know that buying cows for herd re-

placements is costly and uncertain. So
I raise my own heifers from my better
producers — by known sires — and
build a better herd. One pail of MU-
TUAL DAIRYADE, plus my own hay
and grain raises a fine heifer or bull."

One Pail of **MUTUAL DAIRYADE** *at \$3.85*

Saves Over 1200 Lbs. of Whole Milk (RAISES TWO CALVES)
TO SIX WEEKS

Mutual Dairyade is the rich, highly concentrated food
compound that is simply mixed with water and fed
like milk — at less than one-fifth the cost.

Mutual is used in any manner that milk is used in
raising ALL farm animals. Complete, easily followed
directions in every pail.

Mutual Dairyade is Guaranteed

YOU MUST BE SATISFIED OR YOUR MONEY BACK

*Distributed by Leading Milk Companies
Throughout The Nation*

MUTUAL PRODUCTS CO., Minneapolis, Minn.



*Order a Pail of
MUTUAL DAIRYADE
Today!
FROM YOUR MILK
PLANT*

The "ain't gots" always throw
rocks at the "gots"—Fibber McGee.

Freshman: "I don't know."

Sophomore: "I'm not prepared."

Junior: "I don't remember."

Senior: "I don't believe I can
add anything to what has been
said."

Woman: "I want to know how
much money my husband drew out
of this bank last week."

Teller: "Sorry, madam. I can't
give you that information."

Woman: "Well, aren't you the
paying teller?"

Teller: "Yes, madam, but I'm
not the telling payer."

Remember—The highest towers
begin from the ground.

A politician asked an overworked
farmer what time he got up to go
to work.

"Son," said the old fellow, "I
don't go to work, I wake up sur-
rounded by it."

Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE IN

Vol. XXV

Philadelphia 8, Pa., September, 1944

No. 5



Ready for the Fall Seeding

Subsidy Payments Increased A Dime in Certain Counties

THE critical feed situation developing in much of the eastern seaboard as the result of the drought has caused the War Food Administration to authorize that additional subsidies be paid in certain counties. The amount of the additional subsidy is \$.10 over the rate previously announced, and the determination of the counties which would get these subsidies was based on drought conditions as reported locally by observers for the WFA.

The counties in Inter-State territory which will receive this additional \$.10 per hundredweight on September milk, and until further notice, are:

| Maryland | New Jersey |
|--------------|--------------|
| Frederick | Burlington |
| Washington | Camden |
| | Gloucester |
| | Hunterdon |
| | Mercer |
| | Monmouth |
| Pennsylvania | |
| Adams | Fulton |
| Bedford | Huntingdon |
| Blair | Juniata |
| Bucks | Mifflin |
| Cambria | Montgomery |
| Center | Perry |
| Cumberland | Philadelphia |
| Franklin | York |

It is reported that the War Food Administration will make a further check on crop production and weather conditions in all doubtful areas early in September and, if more counties appear to have a similar need for this additional subsidy money in order to maintain milk production, announcement will be made on or about September 15 concerning those counties. The increased subsidy, where authorized, will be effective on September 1.

Immediately upon learning of this move by the WFA, Inter-State notified all directors, fieldmen, delegates, presidents and secretaries of locals, and secondary market committeemen of the action.

Some reports indicate that producers in areas not included in the original list feel that their feed situation is critical and express the opinion that this added return is needed in their communities in order to cover the added cost of feed which has resulted from the drought. It seems that in some of these counties the rains have been very spotty, with some communities having practically no rain and severe drought, and others enough rain for fair crop production.

With the additional \$.10 subsidy, the Maryland and Pennsylvania

counties named will receive a total subsidy of \$.80 per hundredweight, starting September 1, while the producers in the New Jersey counties named will receive a total subsidy of \$.90, which will be paid through the county AAA committees.

Producers in other Maryland and Pennsylvania counties, and also in Delaware, will receive the \$.70 subsidy, while the counties in New Jersey not included in this list will receive an \$.80 subsidy.

It Pays to Keep the Barn Dry Behind Eaves

Keep the dairy barn "dry behind the eaves," suggests J. R. Haswell, extension agricultural engineer at Pennsylvania State College. This, he says, is necessary in order to protect the health of the housed animals and to prevent decay and rotting of the barn structure itself.

Every cow breathes out about 5 quarts of water every 24 hours. In cold weather this water condenses on the beams, ceilings, and even on the roof and in the hay overhead if ventilated through the hay holes. Ventilation through doors and windows does not carry off much of the water or else chills the cows. A real ventilation system is necessary for most dairy barns.

Pennsylvania county agents have plans for a simple homemade barn ventilator which any farmer can use to keep his barn warm. Often a foot or two of hay or chaff on the barn floor will prevent dampness on the stable ceiling below.

Cost of new stable ceilings and beams, and hay lost through molding, can be saved by a ventilation system. Ventilation also helps prevent rusting of metal roofs and of nails that hold the roof tight. The same principle applies to shingles.

Carelessness Costly in Fires

Careless use of matches, smoking, defective heating plants and flammable wood shingles were among the major causes of farm fires which cost about 3,500 lives and \$100,000,000 in property damage last year, according to the National Fire Protection Association, which sponsors Fire Prevention Week, to be held this year from October 8-14.

Many good cooks have traded their old jobs for new ones in the machine shops of defense plants—From soup to nuts.

—Brandon Sun.

Collect July and August Subsidy Before Sept. 30.

The subsidy being paid milk producers (officially called "dairy feed payments"), covering production in July and August, is payable in September. As in the past, each producer will be required to present evidence as to the amount of milk marketed during each of these months and fill out an application for the county AAA Committee, which will be used as the basis of payment.

It is very important that the application for the subsidy be made during September, in order to avoid difficulties that have been encountered when payment has been requested later than the month following the period covered by the payment.

Each producer must acquaint himself with arrangements that apply in his particular county. In some instances application must be made at the county seat, in others representatives of the county AAA Committee sit at convenient points about the county on certain days, at which time applications are received. In a few instances production data is obtained from the buyers, the application filled out on that basis and mailed to the producer who must then sign it and return it promptly to the committee.

Please note that the rate of payment on milk produced in July and August is \$.45 per hundred pounds to all producers whose farms are in Pennsylvania, Delaware and Maryland and \$.55 per hundred pounds for producers whose farms are in New Jersey. These rates are not to be confused with the higher rates which become effective on September 1, or with the added drought payment which becomes effective in certain counties on September 1.

We have been informed by Harvey E. Simmers, Chairman of the Cecil Co. ACA Committee that dairy feed payments will be made to Cecil Co., Md., milk producers at:

Elkton, AAA Office
Sept. 20, 9 A.M. to 4:30 P.M.
Rising Sun, Western Maryland Dairy
Sept. 21 & 22, 7 A.M. to 3 P.M.
Bayview, Lodge
Sept. 21, 7 P.M. to 9:00 P.M.
Cecilton, Parish House
Sept. 25, 9 A.M. to 5:00 P.M.

Three new Dairy Council units have been established recently, at Tulsa and Oklahoma City in Oklahoma and Des Moines, Iowa, according to an announcement from the National Dairy Council. The Dairy Council is now active in 43 important population centers of the country.

The difference between lunch and luncheon is two dollars.

Inter-State's Basic Records Now on "Micro" Photos

PICTURES, 41,178 of them, were recently taken in Inter-State's offices. These were not for pinup purposes—nor are we becoming commercial photographers. These thousands of pictures provide a duplicate record of the vital data on every membership in Inter-State Milk Producers' Cooperative since it was organized in 1936.

The photographic duplicate of these records is recorded on "microfilm" which, as its name indicates, is almost microscopic in size. These 41,178 records are contained on about eight rolls of film, each of which will fit in a box four by four inches and less than one inch thick.

When these films are finally developed and checked to see that they are free from flaws, they will be stored in a safe deposit box in a bank vault, away from the original records, thus giving positive assurance that, regardless of almost any imaginable contingency, one of the records, either the original or the microfilm copies, will be available.

This photographic work was done after carefully considering every possible type of protection that might be given these vital records. Insurance was considered but rejected because records of this kind could not be replaced if lost, damaged or destroyed. Fireproof safes were considered but the best safes are, at best, fire resistant rather than fireproof and, in addition to being very expensive, are almost unobtainable right now.

The microfilming of the records was the other alternative and this was done at a substantial saving, as compared with the cost of a large safe with fire resistant qualities.

Although these copies are almost microscopic in size, a 5 x 8 card being reduced to less than 5/16 x 1/2 inch impression on the film, these records can be used by projecting onto a screen or by making a photographic print in the original size of the record.

This work was contracted to a firm which specializes in the microfilming of records. They moved a machine into the office, supplied a skilled operator and in a little over a week the job was done.

Previous to this, however, Inter-State had a job to do, and that was to get these records into an order that any one record could be easily found at any future time. There were two sets of production record cards, each covering several years, and these were re-arranged

into a strict alphabetical order, using the same type of alphabetical arrangement that is employed in the Bell Telephone directory. Any partnership record on those production records was cross-indexed. A third set of production record cards, those now in current use, were also microfilmed, these being arranged (a) alphabetical by dealers and the milk plant to which the member ships, and (b) according to shipper number at each plant.

Every marketing agreement ever

in effect between Inter-State and any producer in the milk shed was also photographed. Those now in effect were continued in their present arrangement, that is, (a) by districts, (b) by locals and (c) membership number within the local. The marketing agreements of those former members whose memberships have been redeemed or transferred, and including withdrawals from Inter-State, were arranged alphabetically.

This work, we feel, is of vital interest to Inter-State members and, therefore, we have taken this opportunity of telling you about it, its importance, why it was done, and how it was done.

Hearing on New York Order Reconvenes September 20

THE hearing on the New York Milk Marketing Order No. 27, which opened on August 15 and was recessed on August 17, will be reconvened at New York City on September 20.

At the August session of the hearing the only evidence taken was that presented by representatives of War Food Administration in explaining the proposed changes and the reasons underlying them. Incidentally, this approach to the hearing drew sharp objections from industry members in New York, especially as the WFA was the only party heard and it was felt that some of the proposed amendments would give too much power to the market administrator.

In announcing the continuation of

the hearing, it was stated that only five proposed amendments will be heard at that time—those on which an early decision is desirable. Those points are:

1. The proposals relating to the supplying of milk to the marketing area during shortage periods.
2. The proposals relating to increasing the butterfat differential to producers.
3. The proposal concerning the determination of the plants to be included in the market equalization pool.
4. The proposals concerning clarification of the basis of classification of milk.
5. The proposals which would change the class prices for milk and cream used for particular purposes, including manufacturing purposes in New York City.

Evidence on other proposed changes in the order will be received only after a further public notice of hearing has been issued.

Truck Care Booklet

A 52-page booklet, "Care and Maintenance of the Farm Truck," recently came to our desk, which could well be read and studied by every truck owner and operator. It is well illustrated and highly informative. Copies may be had by writing direct to the Studebaker Corporation, South Bend 27, Indiana.

Accidents don't just happen. They are always caused. Accidents that can happen usually do happen. Sooner or later an accident is likely to occur from a neglected and dangerous condition. Know the causes and get rid of them.



It is the hope of Doris Emma Shephard that some day her dog, Bill, will drive the cows for her father, Jesse Shephard of North East, Md.

INTER-STATE MILK PRODUCERS REVIEW

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401 No. Broad St., Philadelphia 8, Pa.

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Altoona - Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 90
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 8372
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4063
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

Sulfa Drugs on the Farm

Sulfa drugs, which have had so much written about them during the last two or three years as a great aid to human medicine, are finding their place in veterinary medicine.

Dr. W. T. S. Thorp, who is doing special research on this at Pennsylvania State College, reports that certain of these drugs have shown very good results in swine enteritis and in calf scours. Another disease on which tests have proven encouraging is coccidiosis of fowl.

Dr. Thorp cautions that each of the sulfa drugs has definite limitations and may be safely used only under skilled veterinary guidance.

Personal Glimpses

A separate department of Farm Crops has been established at the New Jersey College of Agriculture and Experiment Station, with Dr. Gilbert H. Ahlgren named head of this department.

The annual report of the New Castle, Del., DHIA shows twelve of the fifteen herds producing more than 300 pounds of butterfat to be owned by Inter-State members. Leading is the herd of W. Levis Phipps, with 433 pounds. Others, according to rank are: Mrs. Frances Cook, Mitchell Bros., St. Joseph's Industrial School, B. V. Armstrong, Horatio C. Jones, Fred R. Stafford, Horace M. Woodward, Henry C. Mitchell, Marvin W. Klair, Fred B. Martin and Wilson T. Pierson.

J. Lawson Crothers, Inter-State director from District 10, was recently elected commander of Cecil Post No. 15 of the American Legion.

Word was received a short time ago by Roland Sharpless, Kennett Square, Pa., that his son, Lt. Edward Sharpless, had been shot down over Romania and was missing in action. More recently he learned that Lt. Sharpless was among the thousand or more American fliers who were prisoners in Romania and who were so spectacularly released following Romania's switching of sides in the war.

We have just learned that Wm. H. Juzi, popular field secretary of the Pennsylvania Guernsey Breeders Association, has undergone a surgical operation. He is reported as being well on the way to recovery and expects to return to his duties early in October.

Fire destroyed the barn, milk house, silo and wagon shed of Walter Wright, secretary of the Allensville-Calvin Local on the night of August 11. The barn was filled with hay, wheat and machinery.

A Great Dane dog, a gift two days earlier from a friend, came to the rescue of Mrs. Eugene Neff, Warriors Mark, and is credited with saving her from serious injury, if not death. Mrs. Neff was threatened by an escaped prisoner of war who came to her with a rock in his hand and demanded food. The dog drove the prisoner of war away, but through prompt action he was soon picked up by the police.

Spending the night in an Amarillo hotel, a young woman tourist who, it was learned later, had two college degrees, engaged the desk clerk in conversation.

"What have you that is of unusual interest in your city?"

"Well, we have the only helium plant in the world for one thing."

"Really, and is it in bloom now?"

After the War—What?

Frankly, we don't know what will happen after the war, except that conditions will be different. One guess is as good as another as to the direction these changes may take us.

But the milk producer, and anyone else in business for himself, can prepare for these post war changes in certain ways—fortify himself as it were. This will mean strengthening his position in every way possible in order that when those unpredictable changes do develop he will be in the best position to cope with them.

We suggest to milk producers:

(1) Put the herd in order. Spot the low producers—move them to the butcher. Give the feed to and put the work on the good producers. Efficient production is the best possible insurance against the low prices that may come.

(2) Guard milk quality. Given tasty, delicious milk (or anything else) of unquestioned quality a market can always be found—and kept. If production becomes overly plentiful the lower quality supplies will be dropped first. Producing what the public wants is the best kind of insurance.

(3) Back up a good herd with a farm crop plan that will produce an abundance of home-grown feed at the lowest practical cost. Put the emphasis on the kind of feed that makes milk and will do it with a minimum of purchased feeds.

(4) Use labor saving arrangements, methods and equipment. Keep that equipment in first-class operating condition.

(5) Support your farm organization—Inter-State and others. You need them now and will need them more and more in this highly organized age where others, including government, are responsive only to group action with a punch.

ANNUAL MEETING

OF

Your Inter-State

NOVEMBER 27-28, 1944

BENJAMIN FRANKLIN HOTEL

Make plans now to attend and take part in this important meeting. Bring an auto load.

Program details will be announced in October and November issues of the Review.



This picture of a wagon and hay loader was taken on the Wilfred Smith farm at New Hope, Pa., by Wilfred Smith, Jr.

Farm Building Research Planned by Engineers

A program is being developed to give farmers the benefits of modern improvements in building techniques, materials and design, according to an announcement by Dr. Wm. H. Martin, dean and director of the New Jersey College of Agriculture and Experiment Station.

The program will embrace all parts of the country east of the Rocky Mountains and, as the first step, a national council is being organized to plan and guide a comprehensive study of farm building design.

Included in this council will be representatives of dairy, poultry, livestock and engineering fields, most of them staff members of agricultural colleges and experiment stations.

The plan calls for the making of laboratory and field tests on buildings and building materials and in the development of complete plans and specifications.

In his announcement of the plan, Dr. Martin stated that many farm building plans are available but that when it comes to actual construction the farmer must depend upon a custom job and with no assurance that the finished building will render maximum service with minimum labor and upkeep costs. He says, "We hope to pave the way for the application in agriculture of the improvements and economies that are in store for the prospective home owner after the war."

DeVault Will Head New Department at U. of Md.

Announcement has been made by Dr. T. B. Symons, director of the University of Maryland Extension Service, that a new "Department of Agricultural Economics and Marketing" has been established at the University, with Dr. Samuel H. DeVault at its head.

It is stated that this action virtually consolidates the functions of the State Department of Markets of the University's Extension Ser-

vice and those of the University's department of agricultural economics and farm management.

It is reported that under the new setup extension, research and instruction work will be pursued in the fields of cooperative marketing and purchasing, farm management, land economics, general marketing, finance and taxation. Regulatory work in the inspection, standardization and service division will be continued.

W. C. Bevan will continue in charge of the inspection and service division, while R. C. Hawes, who is stationed in Baltimore, will continue on his fruit and vegetable marketing work and enforcement of the fresh egg law.

Dr. DeVault, head of the department, has been a member of the staff of the University of Maryland since 1922 and head of the Department of Agricultural Economics since 1926.

Sherman Joins Federation

The National Cooperative Milk Producers' Federation is to be congratulated on obtaining the services of Val Sherman to handle the public relations work of the Federation.

Sherman, who is a native of Minnesota, has, for several years past, been a staff member of the Farm Credit Administration, serving as editor of "News For Farmer Cooperatives." Previously, he had served with cooperatives in Colorado and was a member of the staff of the National Council of Farmers Cooperatives at Washington.

Many Inter-State members will recall Val Sherman's visits to the district dinner meetings in 1941. At these meetings he obtained pictures and a story of how Inter-State district officers planned and put on these annual events. A two-page article, well illustrated, appeared in a subsequent issue of "News For Farmer Cooperatives."

Defeat is only for those who accept it.

Seven Districts Will Elect Directors this Fall

The annual meeting of Inter-State Milk Producers' Cooperative, the ninth of the Cooperative and the twenty-ninth of organized producers in the Philadelphia milk shed, will be held at the Benjamin Franklin Hotel in Philadelphia on November 27-28. At this time the three-year terms of seven directors will start.

Under the by-laws, seven districts elect a director every year. The directors whose terms expire this fall, and the districts they represent, are as follows:

District 1. A. K. Rothenberger
District 4. Wm. H. Holloway
District 7. H. K. Martin
District 9. H. B. McDowell, Jr.
District 12. W. H. Jump
District 15. H. W. Wickersham
District 25. B. H. Welty

The members who will be elected as delegates by the locals in each of these districts will meet sometime between the completion of local meetings in their respective districts and the annual meeting and elect a director.

Men who have studied the successful operation of cooperatives in all parts of the country insist that the selection of directors to run the affairs of a cooperative is a matter of highest importance to members. It is the duty of the directors as a body to carry out the policies of the cooperative as adopted by the delegates and to develop further policies from time to time as occasion may require. It is upon the sound judgment of these men that the present and future success of their organization hinges.

The responsibility of each director is actually two-fold—he must keep in touch with the needs of his District and he must also consider the long-time and well-rounded needs of the entire organization. These are heavy responsibilities which may well have far-reaching effects on the welfare of Inter-State's thousands of members.

"Ronnie" Joins Waves

The girls in the Inter-State office are out shopping for a service flag for one of their number who is joining the Waves. Our future Wave is Veronica Luczyn, who has been with Inter-State about twenty months, most of which time she served as the "hello girl" at our telephone switchboard and more recently has been working in the statistical and milk payroll department.

Our best wishes go with "Romie" in her service to her country.

Are you properly registered to vote this fall? If not, register at once.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I July-Aug. | Class II July | Class II Aug. | Class III July | Class III Aug. |
|-----------------------|-------------|-------------------|---------------|---------------|----------------|----------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.220 | \$3.340 | \$2.581 | \$2.580 |
| Altoona | 9 | 3.70 | 3.130 | 3.241 | 2.523 | 2.518 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.130 | 3.241 | 2.523 | 2.518 |
| State Wide | 11 | 3.50 | 3.130 | 3.241 | 2.523 | 2.518 |
| Lancaster | 14 | 3.73 | 3.140 | 3.258 | 2.523 | 2.518 |
| Reading | 15 | 3.70 | 3.140 | 3.258 | 2.523 | 2.518 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| July | I | II | III "A" | Bonus |
|------------------------------|--------|----|---------|-------|
| Cream Top Dairy | 99 | 0 | 0 | 1 |
| Eachus Dairy | | | | |
| Everett Milk & Ice Cream Co. | 43.08 | 0 | 54.64 | 2.28 |
| Fraim's Dairy | 90.866 | x | 9.134 | 92 |
| Hoffman's | 64 | 10 | 26 | 0 |
| Penn Cress Ice Cream Co. | 40 | 0 | 60 | 0 |

August

| | | | | | |
|----------------------|--------|---|-------|---|------|
| Clover Dairy Company | 89.50 | x | 10.50 | x | 84.8 |
| Fraim's Dairy | 90.681 | x | 9.319 | x | 93 |

New Jersey

| <i>August</i> | <i>Norm</i> | <i>Cream</i> | |
|---------------------------|-------------|--------------|-----|
| Castanea Dairy..... | 100 | 0 | 100 |
| Scott-Powell Dairies..... | 100 | 0 | 100 |
| Supplee-Wills-Jones..... | 100 | 0 | 100 |

Prices Paid for 4% Milk

| July | Location | Area | Price |
|------------------------------|-------------------|-------|--------|
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | \$3.80 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.72 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.79 |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10,22 | 3.28 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.76 |
| Hoffman's | Altoona, Pa. | 9 | 3.50 |
| Lancaster Milk Co. | Lancaster Market | 14 | 3.70 |
| | New York Market | | 3.70 |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.35 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.61 |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.73 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 |
| Sylvan View Dairy | Lancaster, Pa. | 14 | 3.70 |
| Tri County Dairy | Honey Brook, Pa. | 1A | 3.76 |

August

| | | |
|------------------------------|-------------------|------|
| Abbotts Dairies | (N. J. Producers) | 4.00 |
| Blue Hen Farms | Wilmington, Del. | 3.81 |
| Centerville Producers Co-op. | Centerville, Md. | 3.69 |
| Clover Dairy Company | Wilmington, Del. | 3.85 |
| Delamore Dairy | Wilmington, Del. | 3.85 |
| Fraim's Dairy | Wilmington, Del. | 3.90 |
| Greenhill Dairy | Wilmington, Del. | 3.82 |
| Highland Dairy Products | Doe Run, Pa. | 4.03 |
| New York Buyers | 201-10 mile zone | 3.58 |
| Scott-Powell Dairies | (N. J. Producers) | 3.68 |
| Supplee-Wills-Jones | Nassau, Del. | 3.57 |
| | (N. J. Producers) | 4.03 |
| West End Dairy | Wilmington, Del. | 4.03 |
| Western Maryland Dairy | Rising Sun, Md. | 3.85 |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Sergeant: "Did you shave this morning?"

Private: "Yes, sir."

Sergeant: "Well, next time stand closer to the razor."

Get This Bulletin

Farmers take pride in their machinery and a recent bulletin published by Pennsylvania State College and Agricultural Experiment Station, No. 465, entitled "Tillage Tools," describes in accurate detail the proper care and adjustment of tillage tools for their best service, lightest draft and longest wear.

A large part of the bulletin is given over to the moldboard plow, with space also given to the disc plow, spring tooth harrow and disc harrow.

The various adjustments, hitches and alignments are illustrated with photographs and drawings.

MILK PRODUCERS REVIEW

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| July | \$3.93 | \$3.064 |
| August | 3.93 | 3.171 |
| September | 3.93 | |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| July | \$3.83 | \$2.67 |
| August | 3.83 | 2.67 |
| September | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|----------|---------------|
| July | \$23.750 | 12.70060¢ |
| August | 24.6844 | 12.63840¢ |

*—Per 40-quart can of 40 percent cream.

†—Per pound of roller process dry skimmilk each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Small Arms Ammunition Available to Farmers

The ban on the sale of ammunition to hunters has been lifted and the quotas of ammunition for farmers and ranchers have been increased, through a recent War Production Board order. In any sale of such ammunition made to either farmers or hunters, a certificate stating that they are entitled to this ammunition must be signed by the applicant.

Full details can be obtained from sporting goods stores and other shops where such ammunition is customarily sold.

Private: "See that sailor over there annoying that girl?"

M.P.: "Why, he's not even looking at her."

Private: "That's what's annoying her."



Prices 4% Milk, July and Aug.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during July and August, 1944.

| Handler | Plant Location | Location Differential | July Price | Aug. Price | Handler | Plant Location | Location Differential | July Price | Aug. Price |
|----------------------------|-----------------------------|-----------------------|----------------|----------------|-----------------------|--------------------|-----------------------|------------|------------|
| Market Average | f.o. b. Philadelphia | | \$3.831 | \$3.857 | Schillinger's Dairies | Philadelphia, Pa. | — | 3.922 | 3.877 |
| Abbotts Dairies | Philadelphia, Pa. | — | 3.863 | 3.888 | Philadelphian Dairies | Philadelphia, Pa. | — | 3.791 | 3.814 |
| " | Coudersport, Pa. | 402 | — | 3.456 | Ardmore, Pa. | Ardmore, Pa. | — | 3.791 | 3.814 |
| " | Curryville, Pa. | 339 | 3.494 | 3.519 | Biglerville, Pa. | Biglerville, Pa. | 283 | 3.478 | 3.501 |
| " | Easton, Md. | 283 | 3.550 | 3.575 | Clayton, Del. | Clayton, Del. | 318 | 3.443 | 3.466 |
| " | Goshen, Pa. | 241 | 3.592 | 3.617 | Fairdale, Pa. | Fairdale, Pa. | 241 | 3.527 | 3.550 |
| " | Oxford, Pa. | 227 | 3.606 | 3.631 | New Holland, Pa. | New Holland, Pa. | 304 | 3.457 | 3.480 |
| " | Port Allegheeny, Pa. | 416 | 3.417 | 3.442 | Snow Hill, Md. | Snow Hill, Md. | 276 | 3.485 | 3.508 |
| " | Spring Creek, Pa. | 451 | 3.382 | 3.407 | York Springs, Pa. | York Springs, Pa. | — | 3.392 | 3.535 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.956 | 3.905 | Philadelphia, Pa. | Philadelphia, Pa. | 248 | 3.114 | 3.257 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.865 | 3.860 | Center Port, Pa. | Center Port, Pa. | — | 4.040 | 4.051 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.834 | 3.820 | Manoa, Pa. | Manoa, Pa. | — | 3.851 | 3.872 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.709 | 3.704 | Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.489 | 3.510 |
| Bergdoll's, John C. Dairy | Boothwyn, Pa. | 09 | 3.762 | 3.803 | Bedford, Pa. | Bedford, Pa. | 332 | 3.524 | 3.545 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.826 | 3.874 | Chambersburg, Pa. | Chambersburg, Pa. | 297 | 3.517 | 3.538 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.834 | 3.855 | Hagerstown, Md. | Hagerstown, Md. | 304 | 3.559 | 3.580 |
| " | Richlandtown, Pa. | 227 | 3.607 | 3.598 | Harrington, Del. | Harrington, Del. | 262 | 3.489 | 3.510 |
| Brookmead C'rns'y Dairies | Wayne, Pa. | 07 | 3.889 | 3.905 | Huntingdon, Pa. | Huntingdon, Pa. | 332 | 3.587 | 3.608 |
| Brown's Dairy | Glenside, Pa. | 07 | 3.835 | 3.896 | Leaman Place, Pa. | Leaman Place, Pa. | 234 | 3.510 | 3.531 |
| Buck's Co. Farms Dairies | Morrisville, Pa. | 22 | 3.639 | 3.646 | Lewistown, Pa. | Lewistown, Pa. | 311 | 3.510 | 3.531 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 3.966 | 3.987 | Mercersburg, Pa. | Mercersburg, Pa. | 311 | 3.510 | 3.531 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.805 | 3.798 | Mt. Pleasant, Del. | Mt. Pleasant, Del. | 227 | 3.594 | 3.615 |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.409 | 3.489 | Princess Anne, Md. | Princess Anne, Md. | 297 | 3.524 | 3.545 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.959 | 3.916 | Townsend, Del. | Townsend, Del. | 255 | 3.566 | 3.587 |
| Crystle, Wm. H. Dairy | Chester, Pa. | 09 | 3.935 | 3.955 | Worton, Md. | Worton, Md. | — | 3.870 | 3.874 |
| Darlington Bros. | Darling, Pa. | 13 | 3.717 | 3.760 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.868 | 3.856 |
| Deger's Dairy | Mont Clare, Pa. | 234 | 3.496 | 3.485 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.917 | 3.965 |
| Dietrich's Dairy | Reading, Pa. | — | 3.910 | 3.947 | Taylor's Dairy | Jenkintown, Pa. | — | 3.514 | 3.568 |
| Engel Dairy | Philadelphia, Pa. | — | 3.817 | 3.834 | Turner & Wescott | Glenroy, Pa. | 234 | 3.514 | 3.568 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.780 | 3.910 | Walnut Farms Dairy | Philadelphia, Pa. | — | 3.920 | 3.902 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.780 | 3.910 | Warners Dairy | Berwyn, Pa. | 09 | 3.813 | 3.818 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.602 | 3.613 | Wawa Dairy Farms | Wawa, Pa. | 09 | 3.751 | 3.748 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.748 | 3.571 | Wichwood Dairy | Hatboro, Pa. | 09 | 3.859 | 3.890 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.858 | 3.884 | Willow Ridge Farm | Wawa, Pa. | 09 | 3.836 | 3.816 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.837 | 3.827 | Wilmer Dairies | Conshohocken, Pa. | 07 | 3.804 | 3.969 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 3.875 | 3.987 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.804 | 3.969 |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.637 | 3.629 | Witchwood Dairy | Spring House, Pa. | 11 | 3.903 | 3.955 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.009 | 4.002 | | | | | |
| Grubbs Dairies | Media, Pa. | 07 | 3.890 | 3.809 | | | | | |
| Hamilton Dairies | Philadelphia, Pa. | — | 4.021 | 3.997 | | | | | |
| Hansell, A. R. | Mainland, Pa. | 11 | 3.734 | 3.747 | | | | | |
| | Philadelphia, Pa. | — | 3.854 | 3.857 | | | | | |
| Harbison's Dairies | Philadelphia, Pa. | — | 3.548 | 3.551 | | | | | |
| " | Brandtsville, Pa. | 276 | 3.604 | 3.607 | | | | | |
| " | Byers, Pa. | 22 | 3.548 | 3.551 | | | | | |
| " | Carlisle, Pa. | 276 | 3.541 | 3.544 | | | | | |
| " | Hurlock, Md. | 283 | 3.583 | 3.586 | | | | | |
| " | Massey, Md. | 241 | 3.492 | 3.495 | | | | | |
| " | Millville, Pa. | 332 | 3.576 | 3.579 | | | | | |
| " | Sudlersville, Md. | 248 | 3.746 | 3.768 | | | | | |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.440 | 3.462 | | | | | |
| " | Boiling Springs, Pa. | 276 | 3.901 | 3.980 | | | | | |
| Hill Crest Farms | Eddington, Pa. | 09 | 3.710 | 3.748 | | | | | |
| Holiday Dairy | Norristown, Pa. | 11 | 3.794 | 3.841 | | | | | |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.908 | 3.912 | | | | | |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.925 | 3.948 | | | | | |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.932 | 3.922 | | | | | |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 3.685 | 3.693 | | | | | |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 4.170 | 4.360 | | | | | |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | 3.824 | 3.891 | | | | | |
| Marmer, John | Bryn Mawr, Pa. | — | 3.901 | 3.872 | | | | | |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.744 | 3.755 | | | | | |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.759 | 3.758 | | | | | |
| Meyers Dairies | Ambler, Pa. | 09 | 3.906 | 3.886 | | | | | |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.935 | 3.926 | | | | | |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.595 | 3.589 | | | | | |
| Montg-Berk Dairy Co. | Boyertown, Pa. | 227 | 3.672 | 3.709 | | | | | |
| Nelson Dairies | Norristown, Pa. | 09 | 3.922 | 3.934 | | | | | |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.579 | 3.754 | | | | | |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.877 | 3.956 | | | | | |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.327 | 3.416 | | | | | |
| Penn-Reed Milk Co. | Belleville, Pa. | 318 | 3.874 | 3.884 | | | | | |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.874 | 3.879 | | | | | |
| Quinn's Dairies | Hatfield, Pa. | 13 | 3.712 | 3.707 | | | | | |
| Rosenberger's Dairies | Hatfield, Pa. | 13 | 3.712 | 3.707 | | | | | |



SOLVES A LOT OF PROBLEMS WAR BONDS—

help beat the Axis today, help re-equip the farm tomorrow

| | Aug. '43 | July '44 | Aug. '44 |
|---------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.282 | 3.184 | 3.291 |
| Weighted average price | 3.855 | 3.831 | 3.857 |
| Class I, pounds | 72,731,729 | 72,649,403 | 75,244,427 |
| Class II, pounds | 9,697,729 | 12,424,038 | 9,519,154 |
| Total pounds | 82,429,458 | 85,073,441 | 84,763,581 |
| Class I, percent | 88.24 | 85.40 | 88.77 |
| Class II, percent | 11.76 | 14.60 | 11.23 |
| Average butterfat test, % | 3.78660 | 3.75499 | 3.76135 |
| Number of producers | 9,621 | 9,605 | 9,709 |
| Pounds per day per farm | 276 | 286 | 282 |
| Value 4% basis | | | |
| f.o.b. Philadelphia | \$3,177,617.38 | \$3,258,939.05 | \$3,269,351.39 |

Secondary Markets

Wilmington

The milk supply in Wilmington has been maintained remarkably well during the past month considering the drought that has prevailed over the entire producing area. Members are urged to continue to produce all the milk possible, because at this season of the year, with schools opening, the demand for milk is increasing considerably.

The members will hold their annual meeting and election of the market committee for the coming year at Red Lion, Del., on Thursday, September 28. Dinner will be served all members attending, it being requested that reservations be made promptly upon receiving notice by letter.

The following members have been nominated for election to the committee:

| Name and Address | Buyer |
|----------------------------------|-------------|
| Irwin Klair, Marshallton, Del. | Fraim |
| W. L. Phipps, Wilmington, Del. | Blue Hen |
| Wm. Naudain, Newark, Del. | Blue Hen |
| Fred Martenis, Elkton, Md. | Fraim |
| John Butler, Middletown, Del. | Sylvan Seal |
| Norman Ford, Bear, Del. | Delamore |
| Harry Seemans, Odessa, Del. | Sylvan Seal |
| Lewis Stafford, Newark, Del. | West End |
| N. Nivin, Landenberg, Pa. | Fraim |
| N. T. Dempsey, Newark, Del. | Delamore |
| Carl Feucht, Elkton, Md. | Clover |
| James F. Wood, Elkton, Md. | Clover |
| John W. Scott, Earleville, Md. | Clover |
| Julian Spry, Elkton, Md. | Delamore |
| George Rheims, Middlelet n, Del. | Sylvan Seal |
| Edgar Price, Middletown, Del. | Clover |
| S. W. Harrington, Smyrna, Del. | Clover |
| J. B. Biggs, Port Deposit, Md. | Blue Hen |
| W. Darlington, Pocopson, Pa. | Fraim |
| Ralph Larson, Bear, Del. | Fraim |
| Harold Little, Newark, Del. | Clover |

Nine men from this list will be elected to the committee by the members attending this annual meeting.

All members are urged to come out and take an active part in this meeting and in running the Wilmington "branch" of Inter-State.

South Jersey

The milk supplies in the South Jersey area have been holding up remarkably well considering the severe drought that has prevailed this summer throughout the entire area. Some of the smaller dealers have had more milk than they needed recently but have easily disposed of it to other dealers in the area.

Members are urged to continue to produce all the milk possible during the next three months. All of New Jersey has been included in the drought area except Cumberland, Salem and Cape May counties. The subsidy payments have been increased from 80 to 90 cents per hundred pounds in all other counties.

A meeting of dairymen of Salem and Cumberland counties was held at Pole Tavern on September 5 to try to get these counties included in the official drought area. Speakers at this meeting included Thos. Lawrence, president of the United Milk Producers; Herbert Voorhees, president of the New Jersey Farm Bureau, and F. R. Ealy, manager of the South Jersey Inter-State Milk Market.

A resolution was drawn up and passed to be presented to the War Food Administration and to the state AAA committee, urging that these counties be included in the drought area so that dairymen in these two counties could receive the additional return to help defray, in part at least, the extra production cost caused by the drought.

Trenton

The Advisory Committee of the Trenton Inter-State Milk Market, at its meeting on August 29, elected Jos. S. Briggs to fill the unexpired term of the late Eugene Stapler on the marketing committee. At this meeting, Chairman Wm. J. Lauderdale gave a full report on the recent New York milk hearing.

The production situation in the Trenton market has shown some drastic changes, with a considerable increase in production during late August and a sharp drop since then, resulting in the lowest mid-September production in the area that has been experienced in many years.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during August, 1944.

| | |
|-------------------------------|------|
| Farm Calls..... | 1520 |
| Non-Farm Calls..... | 260 |
| Butterfat Tests..... | 4006 |
| Plants Investigated..... | 68 |
| Herd Samples Tested..... | 435 |
| Brom Thymol Tests..... | 1008 |
| Microscopic Tests..... | 819 |
| Membership Solicitations..... | 483 |
| New Members Signed..... | 66 |
| Meetings..... | 21 |
| Attendance..... | 1112 |

An investment in knowledge always pays the best interest.

—Benj. Franklin

God gave us two ends to use—One to think with, one to sit with; The war depends on which we choose: HEADS we win; TAILS we lose!

Sell Boarder Cows Now

As a means of getting maximum production out of the feeds available, dairymen have been asked to sell their boarder cows now. The least promising heifers should go also. The request is urgent because the number of animal units on farms in relation to feed available is higher than it has ever been before. In order to get maximum production with a limited supply of feed, inefficient animals must be eliminated.

Normally dairymen cull their herds more closely in the winter and spring months than they do in summer and fall. This means a heavy milking schedule as well as feeding in the winter time. If earlier culling were practiced, labor as well as feed would be saved and like feed, labor is an important factor this year.

Dairymen have not been asked to reduce milk cow numbers, except to get rid of the boarder cows, because the demand for milk is greater than the supply. Furthermore, a high percentage of the feed consumed by dairy cattle is roughage and as a rule the supply of roughages is adequate.

The amount of culling the average dairyman should do to keep his herd producing efficiently is indicated in Dairy Herd-Improvement Association records. From these herds one cow in every five is discarded each year. The largest number, about one-third, go out because they are naturally low producers. Mastitis, sterility and Bang's disease are the next most important reasons. A few are discarded because of old age. Some of the increase is sold for dairy purposes.

Dairymen need production records to guide them in culling, because without records an accurate appraisal of the producing value of both older cows and especially heifers is very difficult to make. *University of Maryland DHIA News Notes.*

When the Boys Come Home

"The post war problems facing rural people are recognized as both social and economic," says J. M. Fry, director of agricultural extension in Pennsylvania. "Veterans who left their home communities as young men will return mature and experienced. Many will return with wives from other states or foreign countries."

He says, further, that "Adjustments will have to be made in not only living conditions but also in farm management plans."

To have an eye for the future, one must look further ahead than closing time or the next pay day.

Introducing.....



Jane Furtick

Jannette Downs

Doris de Moya

Ruth Tybeskey

Betty Garber

ONE of the distinguishing characteristics of the Dairy Council personnel list is constancy. A quick glance at the service records of the staff is enough to establish the fact that employee turnover is a phenomenon that evidences itself only at very infrequent intervals. In short, people just don't leave the Dairy Council in ordinary times.

But these, as you may have noticed, are not ordinary times. Resignations and replacements are symptoms of a nation at war. And now that the school bells are once more ringing and the field staff is back on the job, we are trying to get used to the new faces which have appeared around the old homestead. That shouldn't be too difficult, for they are very nice faces, as you can see for yourself. We'd like you to meet the people behind them:

Going—as one traditionally does—from left to right—we first present Jane Furtick, who is a red-head if there ever was one—and there was, thank goodness! After high-schooling in Audubon, N. J., she attended Cornell University and graduated with a Bachelor of Science degree. A major in Home Economics equips her for her Dairy Council work as a nutritionist, and her rather extensive training in art—especially designing and lay-out—should make her very helpful in our constant task of planning new printed material.

Next—meet Jannette Downs. A Michigan gal from Traverse City, Jannette picked up a B.S. degree in Home Economics at Western Michigan College of Education, which gives us a chance to mention one of our favorite American place-names—for the college is located in good old Kalamazoo. This personable young lady is slated to do nutrition talks, food demonstrations and puppet shows in Delaware and Montgomery Counties.

One more "B.S. in Home Ec." joins the Dairy Council family this fall—Doris de Moya. That name,

we find, is of Cuban extraction—and Doris has the black hair and flashing eyes to go with it. The cold facts are as follows: She was high-schooled in Pleasantville, N. J., colleged at University of Ohio, and conditioned by H. J. Heinz Company as a food demonstrator. Doris is earmarked (although it doesn't show with her present hair-do) for nutrition and puppet work in the Wilmington area.

The quintet is completed by two young ladies of histrionic talents who will augment our staff of dramatic workers. Ruth Tybeskey, a native of Des Moines, Iowa, began her dramatic training at Des Moines University. Upon moving to Philadelphia she continued her studies at the University of Pennsylvania and the Kilgore Dramatic School. Considerable teaching experience both in public high schools and private studios, fits her admirably for the difficult work of coaching and producing Dairy Council plays.

Betty Garber is also scheduled for plays and puppet shows in Philadelphia schools. Hailing from Birdsboro, Pennsylvania (there's another fascinating name) Betty trained for a dramatic career at the Bessie V. Hicks School of Dramatic Art, where she gained the necessary experience in direction and production by teaching children's classes. (By the way, she's a blonde—so we have acquired a full assortment of types.)

And we have, in our humble opinion, acquired five valuable additions to our field staff. The fine talents and charming personalities of these newly-adopted daughters cannot help but bring honor to the family. Here's one country cousin who is even inspired to the point of soaring into verse, to wit:

We're proud as punch
Of the whole darn bunch!

There's a false and a true democracy. The false says: "I am equal to you." The true says: "You are equal to me."

Give the Pastures a Chance to Survive Winter

Trying to get a little more grazing in the fall, many dairymen greatly reduce the productivity and earliness of their pastures the following season, says J. B. R. Dickey, extension agronomist at Pennsylvania State College.

He explains that grasses and clovers must have an extensive and vigorous root system to produce as they can and should. Root growth depends on the manufacture of food material in the top growth. If the top is not allowed to grow the roots are stunted and weakened. This, in turn, prevents a good top growth. The best way to kill a perennial weed is to keep the top cut off. Useful perennials are weakened in the same way.

Pasture grasses renew their root systems almost entirely each fall. If the top is not allowed to develop several inches of growth at this season, renewal is almost impossible and spring growth will be slow and weak. This means low productivity all season and a better chance for weeds to become established.

In the case of the clovers and alfalfa, the fall months are used to develop and store the roots with the nourishment needed for good winter survival and vigorous spring recovery. Cutting or heavy pasturing of alfalfa or clover in September often results in severe winter-killing or at least a weakened stand. Many Ladino pastures lost nearly all of their clover plants the second winter when grazed closely until rather late fall.

Several inches of fall growth of grass and clover is a valuable protection to any sod over winter. Snow held in place by this growth is a protection from high winds, low temperatures, and alternate freezing and thawing.

Only butter can be butter

The Farmer and War Bond Purchases

by Charles W. Holman, Secretary,
The National Cooperative Milk
Producers' Federation

AMERICAN farmers have a great deal more at stake in purchasing War Bonds than simply a patriotic urge to assist in financing the war so that it may be prosecuted to an early and victorious conclusion. Modern war demands governmental expenditures far in excess of those which may be met by current revenue receipts. This means Government borrowing. If a large part of this borrowing is through commercial banks additional inflationary spending power is created through the expansion of credit. On the other hand, if the borrowing is largely from individuals much of their excess funds are drained off. Hence, the pressure on prices resulting from unusually large funds bidding for limited amounts of goods and services is relieved, and thus inflation retarded.

A tremendously increased agricultural production and some increase in average prices received above those paid by farmers have raised the net income of all United States farmers from the 1935-39 average of \$4.7 billion to \$6.3 billion in 1941, \$9.4 billion in 1942, and an estimated \$12.5 billion in 1943. With available supplies of farm machinery replacements and building materials limited, Agriculture has a fund available for either debt retirement, savings readily liquidated for future purchases of machinery, buildings, etc., or for present investment in land.

A marked decrease in farm mortgages in recent years indicates that much of this fund has been properly applied to debt retirement. However, activity in land sales and a very marked increase in land values demonstrate that farmers are probably diverting a large part of this fund into land purchases. From March 1, 1943, to March 1, 1944, average land values per acre rose 15 percent, with the larger part of the rise taking place in the last four months of the period. The increase during this four-month period was the highest on record, being 20 percent greater than the average monthly rate of increase for the 1919-20 boom year. Average values per acre have increased more than one-third in the past 3 years. In the 1916-19 period the rise was about the same.

It appears that an overcapitalization of probably temporarily high farm commodity prices is in process just as in World War I. Large

mortgage debts incurred now, at high levels of income, will prove disastrous when both total agricultural production and prices fall. Land values are based on the net return to land. With the end of the war in sight and with the prospect that farm labor and other costs will require a relatively larger return leaving the return to land less, the logical course for land values at

Farmers Help Everybody When They Work Together

AGRICULTURE is an industry of some 6 1/2 million family sized units. This is true because farm production is generally most efficient on the family farm. However, the comparatively small operation which is an advantage in farm production is a handicap in the purchasing of farm supplies and in the processing and marketing of farm products.

As industrial production has shifted from the home to the factory and as American business has become big business, farmers still maintaining the family farm have been forced to find more efficient ways of buying and selling.

This they have done by uniting with their neighbors, using the cooperative form of business enterprise. In this way farmers have built their own business institutions for buying farm supplies and marketing farm products at cost. Thus the farmers of America have themselves forged a tool for existing in an economy of big business. Through this tool of farmer-owned and farmer-controlled cooperatives farmers have helped strengthen and maintain the American system of free enterprise.

Through Their Cooperatives Farmers Have Contributed Much More . . .

They have pioneered in the improvement of the quality of food.

They have fostered standardization of products through a system of grades.

They have insisted upon licensed inspection and official weighing of products.

They have improved storage facilities, thus reducing the loss of products through spoilage.

They have reduced transportation costs by pooling small lots, designing improved transporta-

present would appear to be downward rather than upward.

Therefore, it appears that farmers would do well to invest every available dollar, beyond that needed for debt retirement, in Government Bonds. These can be held against the day when necessary farm replacements will be available and when farm land values will have become more stable. In this way the individual farmer may assist in hastening the day of return of his son, and also have capital available to help finance him in ventures of his own choice.

—U. S. Treasury Department

tion facilities, and increasing the percentage of truck miles under load.

They have reduced production costs by adapting farm production supplies to the farmers' actual needs.

They have, through research and education, brought improved methods of production into more general use.

They have lowered the cost of credit by reducing production and marketing risks.

They have made distribution more efficient—less costly.

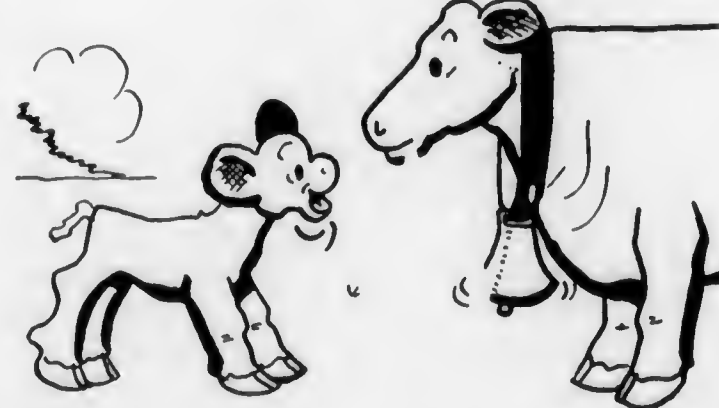
Through orderly marketing they have tended to stabilize farm prices.

They have acted as pace setters generally in the field of marketing and in the purchasing of farm supplies.

Farmers, through their cooperatives, operated on a non-profit basis, have made these and other contributions to the general welfare.

(Information Bulletin No. 3 published by National Council of Farmer Cooperatives, Washington, D.C.)

Our deeds follow us and what we have been makes us what we are.



"I think it was mighty nice of Farmer Jones to provide us with a dinner-bell so's I'll know where you are at mealtime!"

Should Oleo Tax Be Removed

FOR the third time in this session Congress is in a fight over oleomargarine. Hearings have recently closed on a bill (S. 1744) introduced in the Senate by Senator Ellison D. Smith of South Carolina, which would remove the ten cent tax on colored oleomargarine and the congressional definition of and the federal restrictions on all oleomargarine. It would transfer the regulatory power from the Bureau of Internal Revenue to the Food and Drug Administration which would not in any way be able to control purely intrastate manufacture and sale.

Here are other reasons why dairy farmers oppose the Smith bill:

1. It would destroy effective federal protection to consumers by again opening the door for wholesale fraudulent practices in the vending of the product.

2. It would throw entire responsibility upon the separate states of regulating the intrastate manufacture and sale of oleomargarine.

3. It would revive efforts in many states to replace the abandoned federal color tax with state color taxes.

4. The struggle is dividing the farm people on a sectional basis.

5. All oleomargarine would be butter-colored and its production increased to a billion pounds annually. Such a heavy production would cut into butter consumption and reduce the prices of butterfat to a point where at least two million cows would have to be destroyed. It would also reduce the incomes of all other producers of milk and its products.

6. Reduction of price returns to farmers would retard the development of the dairy industry of the Southern states where it is badly needed to supply a deficit in the human diet and a deficit in soil fertility.

7. Increased use of either cottonseed oil or soybean oil in oleomargarine cannot increase price returns to producers of cottonseed or soybeans. There is now, and has been for years, an available market for every pound of edible domestic oils produced. That market is in vegetable shortening and salad oils. Diversion of these oils into oleomargarine creates deficits for the shortening and salad oil industries. That deficit must then be filled by imported oils or in some other manner.

8. The estimated total value of cottonseed and soybean oils used in oleomargarine in 1942 was \$18,700,000. In the same year it was

estimated, dairy farmers fed cottonseed meal to the value of \$15,314,000 and soybean meal to the value of \$33,715,000. Thus the drive to destroy the ten cent color tax would also curtail the amount of these feeds which dairy farmers would be able to purchase.

9. After the war both cottonseed and soybean producers may find the oleomargarine people turning either to imported cheaper oils or using the new German process by which synthetic butter can be made from the by-products of coal and gasoline.

10. Without the removal of the ten cent color tax, oleomargarine is a thriving industry. The average mark-up in price by manufacturers, including costs, averages 50 percent, in contrast with the mark-up

of the average creamery of 15 percent. They do not need more profits.

11. The 41 corporations manufacturing oleomargarine would have concentration of control enabling them to advance the consumer price at least five cents per pound. This would mean extra profits of about 50 million dollars a year for these few corporations.

12. Reduced prices which dairy farmers would receive would affect the welfare of the merchants and other suppliers of dairy requirements, doctors, dentists and even ministers; they would reduce bank deposits in the trading centers of the commercial dairy regions.

By Charles W. Holman, secretary of National Cooperative Milk Producers' Federation, in the August, 1944, Cooperative Digest.

If the Feed Supply Is Short

A BIT of sound advice went out to members of New Jersey Dairy Herd Improvement Associations in the recent "Cow Testing Studies" of the agricultural extension service of Rutgers University. In recognizing the problems created by the drought, they are recommending that every dairyman determine what his needs for feed will be during the coming season and make his plans accordingly, either through emergency fall and early spring pastures or by other means. This report states:

"Continued dry weather in most sections of the state has resulted in the necessity of using next winter's feed supply to supplement short dried-up pasture. On many farms, the available supply of hay and silage has been reduced to an alarming minimum. Although milk production has been maintained at a satisfactory level to date, the full impact of the drought may not be apparent until winter feeding starts.

"Cows must be fed ample amounts of grain, hay and silage in order to produce at an economical level. Dairy men who are interested in checking available supplies of feed against the number of animals on the farm will be interested in the following table indicating the approximate amount of feed needed for dairy animals of different ages.

| Animal | Hay or Equivalent | Total Grain Needed |
|----------------------|-------------------|--------------------|
| Cow | 2 to 3 tons | 2000 - 3000 lbs. |
| Heifer, 1-2 years | 1 1/2 to 2 tons | 360 - 500 lbs. |
| Heifer, 6 mos.-1 yr. | 1 ton | 600 - 720 lbs. |
| Calf Birth-6 mo. | 1/6 to 1/4 tons | 250 - 360 lbs. |
| Bull | 2 to 2 1/2 tons | 1000 - 1500 lbs. |

* When silage is available, one ton of hay may be replaced with three tons of silage for cows and heifers over six months of age.

Wife: "John, dear, I am to be in an amateur theatrical. What would folks say if I were to wear tights?"

Hubby: "They would probably say that I married you for your money."

By-Law Amendments Extend Privilege of Holding Local and District Offices

THE by-laws of Inter-State Milk Producers' Cooperative have been amended by action of the Board of Directors. Three sections were amended which should extend the interest in Inter-State to immediate members of the families of Inter-State members, permitting them to vote in place of the member at local and district meetings and to hold offices in locals and districts. These changes apply to delegates as well as local officers.

Another change clarifies a section of the by-laws covering the allocation of funds to locals, districts and secondary markets, and also the basis of payment for milk of members which may be unmarketed or marketed unsatisfactorily.

The changes were proposed at the June meeting of the Board of Directors, were published on page 12 of the July issue of the Milk Producers' Review and were formally approved by the Board of Directors at their meeting on August 23, 1944.

Each amended section appears herewith, the new wording in each case being shown in **bold face type**, like this.

Article III, Section 11, was amended so that this section now reads:

There shall be as many directors as there are districts, and each district shall nominate and elect one director by delegates chosen for that purpose by stockholders in meetings assembled in the several locals within the respective districts. Each local shall be entitled to elect delegates on the following basis: For the first twenty-five (25) stockholders, one delegate shall be selected, and thereafter for each additional seventy-five (75) stockholders in the local another delegate shall be selected. Voting at locals shall be only by or for stockholders assigned to that local. Delegates must be commission-paying stockholders of the Cooperative during their terms of service, which shall be one year or until their successors are duly elected, except that the husband, wife, son, daughter, grandson or granddaughter of a commission-paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, may, with his written consent, be elected a delegate in place of such stockholder. Locals may elect an alternate to act in place of a delegate in case of absence or incapacity.

Article IV, Section 6, was amended so that this section now reads:

No proxy voting shall be allowed, except that a bona fide manager of a commission-paying stockholder's milk business, or the husband, wife, son, daughter, grandson or granddaughter of a stockholder, if actually engaged in assisting in the operation of a stockholder's milk business, may, with his written consent, vote such stockholder's share in the stock-

holder's absence, provided that no such manager or relative shall have more than one vote at any meeting of stockholders, regardless of whether he is also a stockholder. * manages or assists in the operation of more than one stockholder's milk business. However, if the Board of Directors shall deem it advisable to take a vote by mail on any specific question then and in such event the stockholders shall be sent a ballot and shall be permitted to vote by mail on a ballot prepared under direction of the Board of Directors. Such ballot must be signed by the stockholder if the Board of Directors so orders.

*The word "or" has been removed and a comma added at this point.

Article VI, Section 9, was amended by sub-dividing into two sections, which now read:

Section 9. The Board of Directors shall have power to pay producers whose milk is unsold such price as the Board deems fair under the circumstances, or, if their milk is sold by the Cooperative or with its approval for less than what is deemed a fair price, such differential as the Board deems will result in a fair price.

Section 10. The Board of Directors shall have power to allocate funds to locals, districts and secondary markets.

Article IX, Section 4, was amended so that it now reads:

The officers of every local shall consist of a president, vice-president, secretary and treasurer (or secretary-treasurer) and such other officers and committees as the local shall determine. All such officers must be commission-paying stockholders of the Cooperative during their terms of service, except that the husband, wife, son, daughter, grandson or granddaughter of a commission-paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, may, with his written consent, serve as an officer of the local in place of such stockholder.

Article X, Section 4, was amended so that it now reads:

The officers of every district shall consist of a president, vice-president, secretary-treasurer, and such other officers and committees as the delegates may determine. All such officers must be commission-paying stockholders of the Cooperative during their terms of

service, except that the husband, wife, son, daughter, grandson or granddaughter of a commission-paying stockholder, if actually engaged in assisting in the operation of the stockholder's milk business, may, with his written consent, serve as an officer of the district in place of such stockholder.

A complete new printing of the by-laws is now in the hands of the printers. A copy of the by-laws as amended to date will be sent any member who requests a copy.

Farm Fire Every Fifteen Minutes

Every fifteen minutes during the day a farm home or farm building catches fire in the United States, the National Fire Protection Association says in urging farmers to learn how to eliminate the common fire hazards during Fire Prevention Week, October 8-14. More than 85 percent of these fires were caused by carelessness and could have been prevented, the NFPA asserts.

Most farm fires are preventable, according to the National Fire Protection Association. During Fire Prevention Week, October 8-14, the NFPA is reminding farmers to clean out rubbish and debris, to keep lightning rod protection in good operating condition, to be careful with matches and smoking, to use fire-resistant roofing material when re-roofing is necessary. Spontaneous ignition of hay, NFPA points out, often is due to a leaky roof which allows water to drip in, starting the heating process. At least one approved fire extinguisher should be located near a barn exit.

An Irishman who worked for a Scotch foreman in a quarry borrowed \$50 from the boss and never was called on to do any dangerous work any more.



Hugh McMullan of West Chester, Pa., is well pleased with countour farming and proud of his strips of corn and oats as laid out by Assistant County Agent Robert Powers.

Dairy Breeding Program Planned in Coatesville Area

The Coatesville Local of Inter-State held a meeting late in August, to discuss the possibility of organizing an artificial breeding organization or affiliating with such an organization already established. The meeting was arranged by Paul Coates, president of the local, who has taken a keen interest in this modern dairy development. Also on the program were H. D. Allebach, who told the producers at the meeting of the work being done in Montgomery county, and J. S. Oberle, county agent of Chester county.

The local, after a thorough discussion, authorized that a committee be appointed to develop further plans. The committee consists of Furman Gyger, Jr., and Willard Campbell of Chester county, Mr. Allebach from Montgomery county and Mr. Oberle. This Committee visited the artificial breeding cooperative at Lewisburg and is now developing arrangements to obtain semen from that organization.

It is stated that about 850 cows have been signed up in lower Montgomery county and 1,000 or more in Chester county. These are practically all Guernseys and Holsteins and, at such time as sufficient Jersey cows are signed up in the Lewisburg and Chester-Montgomery areas to justify extending the service to Jersey breeders, this will be done. This will require a total of nearly 500 cows. The Lewisburg organization requires that members sign up for all cows and heifers in their herd over six months of age.

At the same time that membership work is progressing in the Chester-Montgomery area, efforts are being made, also, toward obtaining the services of a competent veterinarian to take over the work for the dairymen in that section.

The whole matter of promoting artificial breeding organizations by or through Inter-State has been considered rather extensively. Because of the widely scattered territory served by Inter-State, however, the directors did not see their way clear to initiate active work along those lines. The value of artificial insemination of dairy cows is fully recognized and its importance is emphasized as a means of improving the quality of dairy cattle and thereby reducing the cost of milk production.

In support of this plan, the directors adopted a policy of giving encouragement to any group of members who may be considering activities of this kind. Members of Inter-State's field staff will lend their assistance to any local group

LISETER FARM Guernsey Dispersal Sale

110 PURE-BRED GUERNSEYS
52 Cows, 20 Bred Heifers, 26 Open Heifers
and 12 Bulls

At NEWTOWN SQUARE, PA.
October 10th, 1944, 10:15 a. m. EWT.

The farm is located 1½ mi. N. of Newtown Square on Rt. No. 232. 16 miles west of Philadelphia, five miles from Paoli, Pa.

Rich in Mixer May Royal-Langwater Steadfast blood—majority of animals with AR records—DHIA average for the last 7 years 425 lbs. fat.

Liseter Farms has been premier show winners at the last several Penna. Farm Shows. Production and type predominate in this 22 year old herd.

No Bangs reactors since 1928—T.B. Certificate No. 111895, Bangs Certificate No. 95.

Sale Managed by:

Write for Catalogs

The Penna. Guernsey Breeders' Ass'n

1211 Payne-Shoemaker Bldg., Harrisburg, Pa.

WM. H. JUZI, Field Secretary

Pure Bred Guernsey Sale

60 HEAD
50 Cows and bred heifers, 7 calves and 3 bulls.

Everything T.B. accredited and Bangs certified

AT LITITZ, PA.
OCTOBER 2, 1944—11:45 A.M., EWT.

Lititz, Pa., is nine miles north of Lancaster

Consignments from prominent herds in Eastern Pennsylvania, majority bred to be fresh near sale time.

ALSO 18 VACCINATED ACCREDITED HEIFERS,
12 Bred.

Sale Managed by:

Write for catalogs.

Penna. Guernsey Breeders' Association

Payne-Shoemaker Bldg., Harrisburg, Pa.

whenever occasion requires and reports of developments in this direction will be carried regularly in the REVIEW.

A farm hand took his girl for a buggy ride and nine miles out in the country the horse dropped dead. "Oh, dear," sighed the girl, "and I'm so tired."

"Suppose I give you a nice kiss," said the farm hand. "That will put life in you."

"In that case," said the girl, "you'd better kiss the horse."



"Let's make the Axis lose the game: No Huns; No Blitz; No terrors."

Little Change in Dairy Picture

THE acute shortage of butter for civilian consumption is caused primarily by the continued low level of creamery butter production. Recent weekly reports of the USDA indicate production is running 14 to 15 percent under corresponding weeks last year. The government set-aside requirement for September is 20 percent of production, the same as for September, 1943. Last year no set-aside requirement was made for October production, but in making the September announce-

ment, it was intimated that a similar requirement would be continued through October.

The 16-point-per-pound butter ration has not served to dampen demand sufficiently to bring it in line with supply. The original OPA announcement of September ration point requirements listed butter at 20 points per pound, but this was later revoked and the 16-point value was continued after September 1. Although the increase from 12 points to 16 points, which occurred in July, had no perceptible effect on demand, some people connected with the industry believe that if points were increased to 20 per pound, a more equitable distribution of the existing limited supply would result. Many retail stores have been entirely out of butter in eastern consuming centers and it is reported that some wholesalers are considering stopping sales for a while in order to catch up.

Up-grading of butter so as to obtain highest ceiling prices available, regardless of quality, has been practised too widely during the past year, according to reports from authoritative sources. Consequently, the OPA recently has issued warning notices to 42 manufacturers, and distributors of butter.

American cheese production during the last week in August was at the same level as a year earlier, whereas during the first three weeks of August it had been running under August last year. Rains have occurred generally throughout the territory between the Rocky Mountains and the Appalachians, causing pastures to revive and affecting particularly the milk supplies in Wisconsin, Illinois and Indiana. This has benefited cheese production, but does not seem to have affected butter production materially.

Cold storage stocks of butter on August 1 of 138 million pounds were considerably less than the 5-year average of 165 million pounds. On August 1, 1943, 210 million pounds of butter were in storage. The most recent figure available relative to cold storage holdings is the USDA report covering 35 cities for September 2, 1944. On that date, 108 million pounds of butter were in storage, compared with 188 million pounds a year earlier and a 5-year average of 140 million pounds during the corresponding week. In contrast with butter, the quantity of cheese in storage was very slightly higher this year than last, the September 2 storage report covering 35 cities showing 116,496,537 pounds

on hand whereas last year it was 116,492,081, and the 5-year average was approximately 112 million pounds.

Milk production has held up unusually well, considering weather conditions. The USDA report for 5,000 herds in the Philadelphia area for the week ending September 2, 1944, showed the average herd producing 314.38 pounds per day, or 6.5 percent more than the 295.02 pounds per day being produced a year earlier. The USDA "Monthly Domestic Markets Review" states that "despite the hot, dry weather, production in most fluid areas has been well sustained, a situation attributed largely to feed subsidies which were conducive to heavier-than-normal feeding of concentrate feeds."

Sales of fluid milk in the Philadelphia area are reported by the "Weekly Milk and Cream Market Report" of the USDA to have improved recently and were expected to reach the June, 1943, quota level when schools re-opened.

The cream price in the Philadelphia market has improved materially during the past month. The price of cream approved for Pennsylvania, Newark and Lower Merion Township increased by approximately 50 cents per can from the first week in August to the first week in September and ranged from \$25.75 to \$26.00 during the week ending September 9. The price of cream approved for Philadelphia only also rose about 50 cents in the same period and ranged from \$24.00 to \$24.50 per can during the week ending September 9.

Milk solids—Due to an increase in available supplies of non-fat dry milk solids, it has been possible to permit the proportion of such milk solids used in bread to be increased to 6 percent. A previous regulation had limited such use to 4 percent. June production of non-fat dry milk solids is estimated by the Bureau of Agricultural Economics at 79,350,000 pounds, which was the largest on record for that month, 20 percent higher than during June, 1943, and 86 percent higher than the June average for the 5 years (1938-42). The government set-aside order, applying to spray process non-fat dry milk solids requires 60 percent of production to be set aside during August and September. An earlier announcement that 35 percent of the roller process production would be required to be set aside during September has been cancelled.

Dried whole milk production

was estimated at 18,985,000 pounds in June, 11 percent higher than during June, 1943, and approximately four times the 5-year (1938-42) June average. Some slowing up of the market for non-fat dry milk solids is indicated by the USDA "Weekly Milk and Cream Market Report" for Philadelphia which states that users are well supplied with roller process dried milk and that practically no interest was being shown in making further commitments during the week ending September 9. No sales were reported of roller process product where offered in bags at 13.25 to 14.50 cents per pound.

Handlers of dry milk solids have expected that greater quantities of dried milk for animal feed would become available, but this has not materialized as yet, according to official reports. Increased interest in dry milk for animal feed is reflected in the fact that OPA recently has fixed ceiling prices on that product. These facts may be taken as an indication that the extremely strong market for dry skim milk which has greatly benefited producers in this area through its effect on the Class II price is now beginning to weaken. Direct evidence of this is seen in the fact that the average price for non-fat dry milk solids used in the Philadelphia Class II formula for July was 12.7 cents per pound whereas in August this factor declined to 12.6 cents per pound.

Few changes in fluid milk prices are reported recently, but an important increase occurred August 16, when the Class I price in the Cincinnati market was advanced from \$3.55 to \$3.80 per cwt., and the Class II price, (mainly for cream) was raised from \$3.10 to \$3.55. The Class I price in St. Louis was increased 31 cents on July 1, without any increase in retail prices.

Correction

In a brief item in the August issue of the REVIEW we mentioned varieties of winter barley which are proving successful in New Jersey as being the Wong, Maryland Smooth Awn and Tennessee Winter, stating also that no specific recommendations were made as to the best variety.

C. S. Garrison, assistant extension agronomist, states that the New Jersey Agricultural Experiment Station definitely recommends Maryland Smooth Awn and Tennessee Winter. Wong, being a new variety, is being tested further and he indicates that a definite recommendation may be made on it within another year.

CASH PRIZES

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An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Meeting Calendar

- September 26—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton.
- September 28—Annual business meeting of Wilmington producers—Methodist Community House, Red Lion, Del., 7:00 P.M.
- October 10—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
- October 16—Lancaster Inter-State Market Committee—Farm Bureau Building, Lancaster, Pa., 7:30 P.M.
- October 17—South Jersey Inter-State Milk Market Committee—Woodbury.
- November 27-28—Annual Meeting of Inter-State Milk Producers' Cooperative—Philadelphia, Pa.
- December 6-7-8—Annual meeting of National Cooperative Milk Producers' Federation—Chicago, Ill.

Wins Award for Research

In recognition of his work and study on Bang's disease of cattle, Dr. I. Forest Huddleson, of Michigan State College, was presented with the 1944 Borden Award of \$1,000 and a gold medal, this presentation being made at the annual convention of the American Veterinary Medical Association.

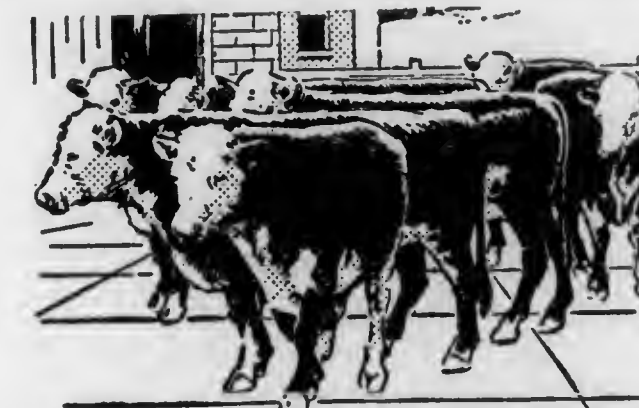
Dr. Huddleson's specific contribution was the development of the "rapid plate" method of blood testing cattle, which greatly shortens the time required for making the test for Bang's disease. It is recognized as a valuable contribution toward the eventual control of this costly disease.

"John," said the young mother, "I've decided on a name for the baby. We will call her Imogen."

John was lost in thought for a few minutes. He did not like the name.

"That's nice," he said presently. "My first sweetheart was named Imogen."

(The baby's name is Mary.)



A CONCRETE BARNYARD

helps you raise more beef

With the United Nations appealing to American farmers to raise more beef and pork, many farmers are paving their feed lots with concrete. This saves feed and labor—leaves more feed for pigs following the cattle—saves manure.

Free booklets showing how to build productive improvements with thrifty, lasting concrete are part of this Association's wartime service to farmers. You or your contractor can build concrete jobs with minimum critical materials. Mail coupon today.

Paste coupon on penny postal and mail today

PORTLAND CEMENT ASSOCIATION

Dept. M9-50, 1528 Walnut St., Philadelphia 2, Pa.

☐ Yes, I am interested in paying my barnyard or feed lot. Send booklet.

Also "how to build" booklets on improvements checked:

☐ Milk house ☐ Dairy barn floor

☐ Manure pit ☐ Poultry house floor

☐ Granary ☐ Water tanks, troughs

Name _____

Street or R. R. No. _____

City _____ State _____

I'M BUYING INDEPENDENCE



*For my country—
for myself!*

THE farm machinery and equipment which you would ordinarily be buying today is merely "delayed in transit." It's going to Berlin and Tokyo first in the form of guns and tanks and planes!

In buying War Bonds to help pay for those guns and tanks and planes, you are just as surely buying that machinery and equipment for yourself for future delivery. When those Bonds mature, you'll have the pick of the finest machinery and equipment the industry has ever built... better in quality and better in design as a result of technical advances due to the war.

And there are two other things you are buying which are just as real as tanks or tractors. They are *independence* for your country, *independence* for yourself. Without these, it would make little difference whether you had good machinery and

equipment or not. No better investment opportunity has ever been offered than Uncle Sam offers us today in War Bonds.

In owning Bonds, you never get less than you lend... and you can get one third more than you invest! When held ten years, Series E Bonds yield 2.9% interest, compounded semi-annually. You get back \$4 for every \$3.

Of course, no one should cash a Bond unless he has to; but if an emergency comes along, your War Bonds are like money in the bank. Uncle Sam will redeem them in cash—at full purchase price—any time after you've held them 60 days.

So buy Bonds today from bank, post office, rural mail carrier or Production Credit Association. Don't wait, do it by mail if you can't get to town! Back the Attack! Buy More Than Before!

FACTS

About War Bonds (Series E)

| You Lend Uncle Sam: | Upon Maturity you get back: |
|------------------------|--------------------------------|
| \$18.75 | \$25.00 |
| 37.50 | 50.00 |
| 75.00 | 100.00 |
| 375.00 | 500.00 |
| 750.00 | 1000.00 |

You can buy War Bonds from your bank, Postmaster, Production Credit Association, or Rural Mail Carrier.

For America's future, for *your* future,
for your children's future—
Buy WAR BONDS!

*** *Lets all* **KEEP BACKING THE ATTACK!** ***

The Treasury Department acknowledges with appreciation the publication of this message by

Inter-State Milk Producers' Review

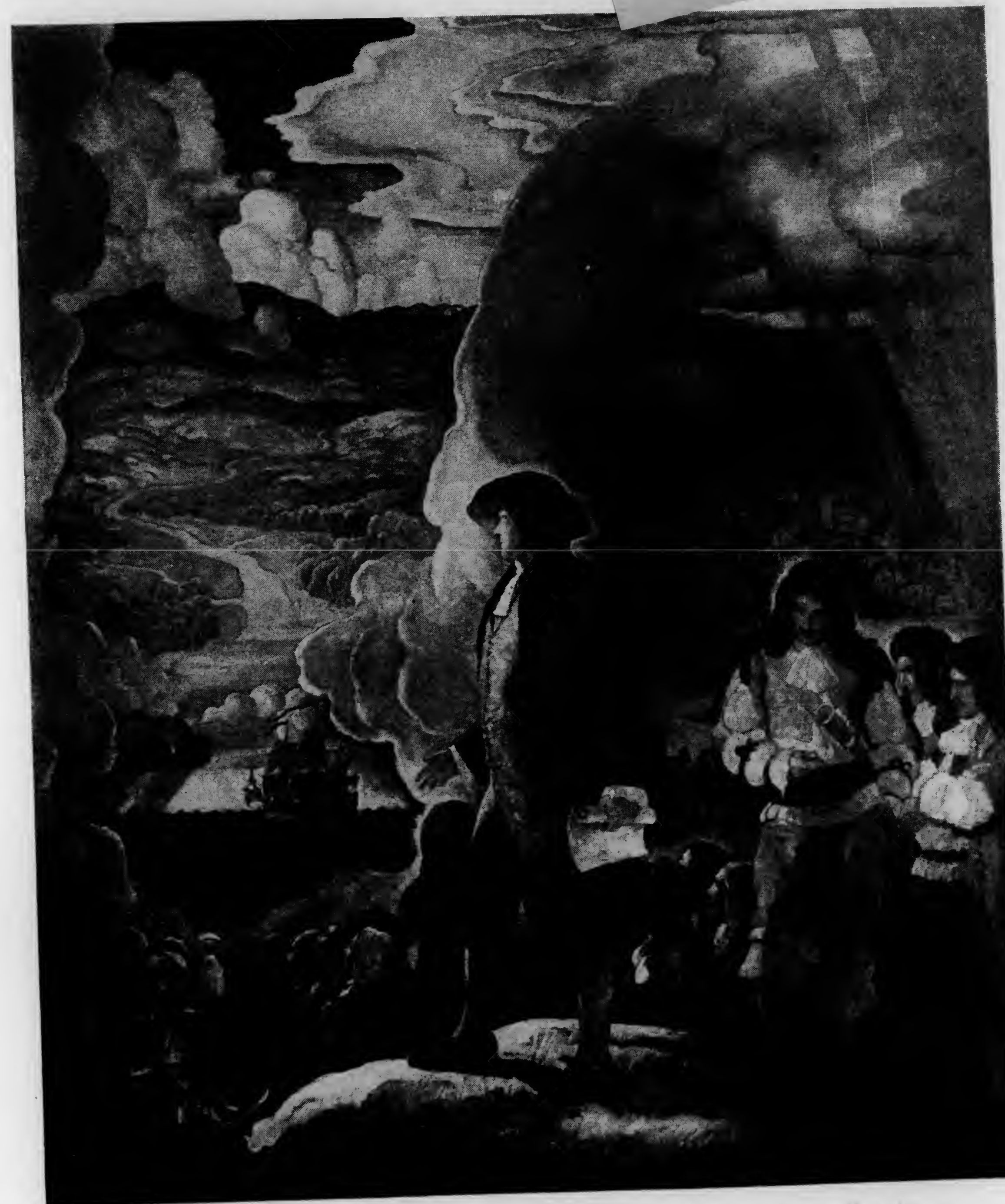
Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION

Vol. XXV

Philadelphia 8, Pa., October

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M6I 6
No. 6
Library of Agricultural Economics
New York State College of Agriculture
Ithaca, N. Y.



William Penn—Man of Vision, Courage, Action

(See page 3)

Seven Directors to Be Elected In November

Delegates from the locals in each of seven districts of Inter-State Milk Producers' Cooperative will be called upon, between now and November 21, to elect a member to Inter-State's Board of Directors for a three-year term.

The by-laws require that these elections be held seven days before the annual delegate meeting, at which time the directors who are elected start their terms of office.

The names of the directors whose terms expire and the districts they represent follow:

District 1. **A. K. Rothenberger**
District 4. **Wm. H. Holloway**
District 7. **H. K. Martin**
District 9. **H. B. McDowell, Jr.**
District 12. **W. H. Jump**
District 15. **H. W. Wickersham**
District 25. **B. H. Welty**

The delegates who will elect the directors in each of these districts will be elected by the members at the meetings of their locals held between now and November 21. Elections of local officers and delegates will, of course, be held in all locals during this period.

Future of Dairy Industry Studied by Federation

With 20 percent of the income of dairy farms of this country obtained through government subsidies, the National Cooperative Milk Producers' Federation, realizing the dangers of this situation, has launched an intensive study of the whole matter. A special committee of economists has been selected by the Federation from among the Federation's member units, to study this matter—two meetings having been held during recent weeks. It is planned to have a comprehensive report completed and ready by the time the 28th annual convention of the Federation is held, which meets in Chicago on December 6-8.

The study will delve into the whole question of subsidy payments, parity definitions and other factors which now guide governmental policies with regard to prices. **Earl E. Warner**, Inter-State's statistician, is a member of this committee.

In commenting upon the present situation, **Charles W. Holman**, the Federation's secretary, said "Under existing law, dairy farmers will find themselves in a more precarious position than any other group of agriculture. The Congress has provided a floor for two years following the cessation of hostilities equal to only 90 percent of parity as defined by U. S. Department of Agriculture. This floor affords a reasonably good insurance policy for



Little Kenneth Lewis Knode, eight months old, proudly displays some of the pumpkins grown on the farm of his grandfather, Allan A. Knode of Huntingdon, Pa.

the producers of wheat, cotton and corn but would prove to be a disastrously low level for producers of milk and any of its products. If the guaranteed level became the price, fluid milk at the farm would drop 36 percent and butterfat would drop 33 percent."

Research Avoids Surprises, Kettering Tells Scientists

Research is a confession of ignorance and an expression of the desire to overcome that ignorance, **Chas. F. Kettering**, general manager of General Motors Corporation, Research Laboratory Division, told a group of 400 members of the press and scientists at the opening of the Whitmarsh research laboratories of the Pennsylvania Salt Manufacturing Company on October 4.

He complimented the management of this company on its research program, further describing research as a form of insurance for the future progress of the company, and especially as insurance against surprise from their competitors.

It was, he declared, the best kind of post war planning. In this connection, he expressed the opinion that too much of the so-called "post war planning" is actually a manifestation of "post war wishing."

The Whitmarsh research laboratories have been converted from Whitmarsh Hall, the mansion of the late Edward T. Stotesbury. This fireproof building was readily converted into this new function and represented a very substantial saving in building materials, labor and expense, enabling the new owners to expand their research and development program which is presently devoted largely to the war effort.

The Pennsylvania Salt Manufacturing Company manufactures a wide variety of industrial chemicals and also many which are of direct use in agriculture, including dairy sterilizers and cleansing materials, as well as insecticides. The laboratories will not only engage in original research but in developing the results of that research.

Co-ops Reclassified

The Treasury Department has re-determined the status of farmer cooperatives as to their rights to purchase surplus war goods. Cooperatives were originally so classified that they could purchase only as "distributors or retailers." The new ruling permits each cooperative to bid on surplus war goods according to its actual function and permits those who operate as wholesalers or jobbers to bid on that basis.

Classifications in the trade are given different price differentials and the new order will put wholesale and jobbing cooperatives on an equal basis with old-line companies performing similar functions.

New Dairy Film Available

A new film, "Quality Milk Production," has recently been made and will soon be available for showing. A preview of the film was held at Harrisburg on September 29, at which producer representatives, dairy specialists from Pennsylvania State College, milk inspectors and educators joined with representatives of the National Dairy Products Corporation, sponsors of the film, in its debut.

The film is described by those who have seen it as being full of practical and common sense ideas which, if followed, will help greatly in producing a high quality product economically. This is a professionally executed film, requiring about 30 minutes for a showing.

Numerous copies of the film will be available and can be obtained through any of the member units of the National Dairy Products Corporation, including Supplee-Wills-Jones Milk Company, Clover Dairy Company and Rieck-McJunkin Dairy Company; also through Pennsylvania State College and the Pennsylvania Department of Education. The films being supplied to the latter agency will be primarily for showing by vocational agriculture teachers and other units of the Pennsylvania public school system.

Honor William Penn's Memory At Tercentenary Observance, October 24

OCTOBER 24, 1944, marks the 300th anniversary of the birth of William Penn, Quaker founder and proprietor of the Colony of Pennsylvania, and described by Governor Martin, in his proclamation of October 24 as Wm. Penn day, as "one of the truly great men of history who symbolized by his beliefs and deeds the hope of the human race for a better world."

The influence and personality of Wm. Penn went far in shaping the destinies of those states which comprise Inter-State's territory today—Pennsylvania, New Jersey, Delaware and Maryland. He is best known as the founder of Pennsylvania, in the settlement of which he made religious freedom a basic policy.

The acquisition of Pennsylvania was the result of a grant by King Charles II, made to clear a debt of 16,000 pounds to the estate of Wm. Penn's father. The Crown's patent made him the owner, proprietor and governor of his new province, and his intention was to set up a colony as a refuge for Europeans oppressed by constant wars and poor economic conditions, and by religious and political persecutions, people of all sects from England, Ireland, Scotland, Wales, Germany, Holland, France and Switzerland.

"An Holy Experiment"

Of this opportunity, he wrote that he "so desired to obtain the new land . . . that an example may be set up to the nations, that there was room there for such an Holy Experiment."

Many Americans know of Wm. Penn for his "treaty" with the Indians. In fact, he made many such treaties, but of the treaty made under the famous Penn Treaty Elm, Voltaire wrote that it was

This Month's Cover

The cover of this issue of the Review is a black and white reproduction of the mural painting by N. C. Wyeth, which appears in the home office building of the Penn Mutual Life Insurance Company, Philadelphia.

In describing this allegorical painting the artist says in part:—"The mural painting represents Penn during a highly dramatic period of his career. The time is 1682, the year of his departure for America. He is thirty-eight years of age, youthful, strong, enthusiastic, and forward looking. His back is turned against the oppressiveness of London, the insecurity, the darkness and gloom of the 17th century in England—that century of the terrible plague, of the burning of London, of the incessant religious persecutions and political scandals"

"High up to the left of the painting, emerging from behind the fantasy of clouds, is the symbol of the promised land, Pennsylvania. There lie its great waterway, its meadows, its small hills, and its mountains. It is sun drenched and peaceful."

"the only treaty between these people and the Indians that was not sworn to and not broken."

Previous to receiving the grant to the province of Pennsylvania, however, Wm. Penn had been named arbitrator in a dispute in the management of the "two New Jerseys," then known as West New Jersey and East New Jersey, both of which had been colonized by the Quakers, and of which he became one of the trustees.

The first American soil touched by the foot of Penn was at a point located at the present site of New Castle, Delaware, the present State of Delaware then being described as "the lower counties of Pennsylvania." He there took possession of his new territory with the feudal ceremony of receiving "turf and twig and water and soil."

At the time of the establishment of the Pennsylvania colony the

boundary between Maryland and Pennsylvania was in dispute and, according to which side put up the argument, Baltimore would have been a part of the present Pennsylvania or Philadelphia a part of the present Maryland. A meeting on this matter was had by Wm. Penn with Lord Baltimore and it was the subject of a court dispute in England but was not finally settled until the surveying of the Mason and Dixon line in 1763-67.

Two years were spent in the province on his first visit and in 1699 he made a second trip. On this occasion he lived the life of a country gentleman at Pennsbury, the manor he built on the banks of the Delaware, in Bucks County.

Wm. Penn, in his writings, set forth many business maxims which are thoroughly sound today. Some of them follow:

Method goes far to prevent trouble in business; for it makes a task easy, hinders confusion, saves abundance of time, and instructs those that have business depending, what to do and
(Please turn to page 10)

Pennsbury, William Penn's manor house on the Delaware River, as it looks today, reconstructed.



INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers Cooperative Incorporated

401 No. Broad St., Philadelphia 8, Pa.

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B. H. Welty, President
A. R. Marvel, Vice-President
H. E. Jamison, Secretary-Treasurer
Earl E. Warner, Assistant Secretary-Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

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1. A. K. Rothenberger, Worcester, Pa.
2. *Frederick Shangle, Trenton, N. J., R. 2
3. Wm. H. Holloway, Newark, Md.
4. *J. W. Keith, Centerville, Md.
5. H. K. Martin, Goodville, Pa.
6. Furman H. Gyger, Kimberton, Pa.
7. Harris B. McDowell, Jr., Middletown, Del.
8. J. Lawson Crothers, North East, Md.
9. E. M. Crowl, Oxford, Pa.
10. *W. H. Jump, Houston, Del.
11. H. B. Stewart, Huntingdon, Pa., R. 1
12. *Howard W. Wicksham, Kellon, Pa.
13. C. G. Niesley, Mechanicsburg, Pa., R.D.
14. Jos. S. Briggs, Yardley, Pa.
15. *John Carvel Sutton, Kennedysville, Md.
16. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
17. Coy E. Mearles, Everett, Pa., R. 3
18. A. R. Marvel, Easton, Md.
19. Frank C. Pettit, Woodstown, N. J.
20. *B. H. Welty, Waynesboro, Pa., R. 4
21. Geo. A. Comer, McConnellsburg, Pa.
22. Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee

FIELD DEPARTMENT

C. E. Cowan, Lancaster, Pa., Asst. Director
C. Reynolds, Denton, Md., Asst. Director
E. P. Bechtel, Collegeville, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
Louis F. Tomey, Easton, Md.
D. W. Winter, Plumsteadville, Pa.

SECONDARY MARKET MANAGERS

Altoona - Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 190.
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 8372.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Our Credit Line to The Penn Mutual

Special credit is given the Penn Mutual Life Insurance Company of Philadelphia for the source material on the life of William Penn which appears in this issue of the REVIEW.

The cover is a black and white reproduction of the mural that appears in the home office of that company and the article on page 3 is derived largely from material appearing in a booklet, "Your Friend, William Penn," published by them. A few post card size, full color copies of the painting are available upon request.

ONLY BUTTER CAN BE BUTTER

Personal Glimpses

At the annual Bucks-Montgomery County 4-H Roundup, held at Hatfield, September 16, **Eugene Bechtel**, son of Inter-State fieldman **E. P. Bechtel**, took first honors for individual pig and pen and first in showing and fitting.

An official advance register record has recently been completed by **Valor's Fashion**, Guernsey cow owned by **William F. Fretz** of Fritzlyn Farms, Pipersville, Pa., she having produced 11,799 pounds of milk containing 660.9 pounds of butterfat in one year. In addition, this cow produced a healthy calf within the year.

Lightning struck the barn of **H. Vaughn Ginn**, Middletown, Del., during a recent thunder storm, causing the complete loss of the barn and milkhouse but no loss of livestock. He plans to rebuild as soon as priorities, material and labor can be secured.

Leon A. Chapin, treasurer of the Dairymen's League Cooperative Association, has been named a director of the Central Bank for Cooperatives, with headquarters in Kansas City, Mo. This bank is a part of Farm Credit Administration.

Following a stint in the army, where he had earned the rank of sergeant, **Dr. Kenneth L. Hood** has received his honorable discharge and is now back at his former duties, as extension agricultural economist at Pennsylvania State College.

J. Leslie Ford, former Inter-State director and member of the Wilmington Market Committee, is recovering at the Delaware Hospital, Wilmington, from anemia. He has received several blood transfusions.

Word has been received that **Private A. Randall Sanford**, formerly associated with the National Council of Farmer Cooperatives, lost his life in battle in the European theater on September 8.

John L. Crothers, Jr., son of Inter-State's director, **J. Lawson Crothers**, has been in boot training at the Bainbridge Naval Training School since September 27.

Colonel H. Wallace Cook, a former director of Inter-State Milk Producers' Association and chairman of the Wilmington Market Committee, is expected home late this month, after having been away from this country for 33 months, serving in the South Pacific area.

The senior class in vocational agriculture at the Newark, Delaware, High School received special instruction in cooperative principles during a recent class period, at which time **Floyd Ealy**, Manager of the Wilmington Inter-State Milk Market talked to them on this and related matters. Special instruction of this type, given by agricultural

leaders, is a frequent feature in this classroom. The Newark Vocational Agricultural Department is under the direction of **John Lawrence**.

N. J. Court Decision Protects Cooperatives

For the first time in the history of New Jersey, the legal standing of farmers' cooperative associations of that state has been established by the highest court in New Jersey. The Court of Errors and Appeals has recently upheld the decision of New Jersey Supreme Court that a cooperative is a producer and is, therefore, entitled to the same financial protection guaranteed to individual producers under the state's licensing and bonding law.

This case arose from an effort of the Hope Farmers' Cooperative Association to collect against the bond of a Trenton dealer following his default in payment for milk received from that cooperative. Both the dairy company and the insurance company which had executed the bond failed to pay the claim, contending that the co-op was not protected under the bond because it was not an individual producer.

The State Department of Agriculture carried the case to the New Jersey Supreme Court for a decision, with **Judge A. Dayton Oliphant** handing down his decision in March of this year. He declared that according to agricultural statutes of New Jersey a cooperative is a producer and, therefore, affected by the same laws that safeguard individuals against loss.

The surety company appealed from the Supreme Court's decision to the Court of Errors and Appeals, which, on September 14, upheld the lower court's decision. On the basis of this decision both the producer and the cooperative of which he is a member are protected to the extent of the bond from loss due to defaulted payments of a milk buyer.

Your Local Meeting IS YOURS

Share It With Your
Wife and the Young Folks

Watch for Mail Notice of
Time and Place

Don't forget to get a bunch of bonds, to buy a bunch of bombs, to bomb a bunch of bums.

"The better mousetrap" is of no advantage unless it uses unrationed cheese.

VOTE!!

At your Local meeting—for the best, most capable men available as delegates and officers of your Local.

This is your duty to your Cooperative.

On November 7—for the best, most capable candidate for each public office.

This is a precious American privilege—one of the most precious things for which our boys are fighting.

Voting is YOUR duty.

VOTE!—It's Your Duty

There is no more important hour in the entire year than that hour or so on November 7 needed for casting our vote. Every eligible voter in the country should realize this basic fact and exercise his right to vote for those candidates for public office whom he thinks will best serve his county, state and nation.

There has been a tendency at many elections for rural people to stay away from the polls because they think they are "too busy," or because the weather is bad. Seldom, indeed, is either situation so severe as to justify not voting.

Frequently, too, it is said that "my vote doesn't amount to anything." That is not America nor American. The vote of every farmer counts just as much as does the vote of any part, big or small, of the biggest city political machine.

Please remember that when YOU stay home, you are letting the other fellow run YOUR country and you then have no right to criticize the way he might run it.

If you would make your wishes heard, make your vote count.

Annual Meeting Plans Now Being Prepared

The 1944 annual delegate meeting of Inter-State Milk Producers' Cooperative, to be held at the Benjamin Franklin Hotel in Philadelphia on November 27-28, promises to be of outstanding importance to the future of Inter-State.

With the possibility of early and sudden conversion from a war-time to a peace-time economy, milk producers, just as any other war industry, must be prepared to meet any situation which may arise. The critical feature is that the actual post war developments can not be foreseen and, therefore, a sound and flexible policy of preparedness is the best possible preparation.

The chairmanship of the committee in charge of annual meeting arrangements has been assigned to

A. R. Marvel, Easton, Md., Inter-State's vice-president. Serving with him on the committee are **Harris B. McDowell, Jr.**, Middletown, Del., director from District 9, and **H. E. Jamison**, secretary-treasurer.

Recognizing the possible dairy trends of the next year, the committee is developing an annual meeting program which will give a maximum of time to the delegates for the discussion of resolutions and the determination of Inter-State policy. As in the past, the official action of the meeting will be in the hands of the delegates but members will be given the floor for the discussion of vital and pertinent subjects to the limit of the time available.

The committee is developing a program which will include reports by the officers and a banquet program of high caliber which will be of real interest to delegates, members and friends.

The program will be given as fully as possible in the November issue of the Review.

Resolutions Committee Outlines Advance Plans

The method of handling resolutions for consideration by the delegates at the annual delegate meeting of Inter-State Milk Producers' Cooperative as followed the past few years has worked very satisfactorily. For that reason, the same plan is advocated for resolutions to come before the 1944 delegate meeting.

The rules which were followed in previous years, and which will be observed this year, are as follows:

1. All resolutions must be in the hands of the committee by noon, Saturday, November 25.

2. Each resolution must be signed (a) if from a District or Local, by the president and secretary of that group; (b) if sponsored individually, by that individual.

3. Resolutions received on time will, at the direction of the Resolutions Committee, be mimeographed and copies given all delegates. They will take precedence over other resolutions.

4. Resolutions received after the deadline will not be mimeographed and will be presented from the floor by the sponsor only after other resolutions are disposed of.

By handling the resolutions in this manner, the committee can study them carefully and with deliberation in advance of the delegate meeting. They can also have the resolutions prepared in mimeographed form so that each delegate may study them carefully, and thus can give each one the proper consideration before casting his vote.

The cooperation of members, delegates and local officers on the points enumerated above will help greatly in making our annual meeting a greater success.

Ten-cent Drought Payment Applies to Entire Shed

The entire Philadelphia milk shed is now included in the area eligible for the additional \$.10 per hundred-weight subsidy which was announced in the September Review. The original announcement provided only certain counties in Pennsylvania, New Jersey and Maryland, with none in Delaware, as being included in the so-called drought areas which were eligible for the added subsidy payments. The new announcement treats the entire milk shed uniformly.

The rate of subsidy, including the additional \$.10, is now \$.80 in all counties of Pennsylvania, Maryland and Delaware and \$.90 in all New Jersey counties. In all counties the increased rate of payment is effective as of September 1, regardless of whether or not the county was included in the original announcement.

Inter-State took a position regarding this situation to the effect that a special hay program, such as was in effect following the 1943 drought, would be much more equitable as, in that manner, those producers who were forced to buy additional feed would be given the benefits of the program. Those who didn't need to buy the feed would not be given this feed subsidy.

Washington authorities, however, had already decided upon an increase in the cash subsidy as the means of providing relief. In this connection, it was pointed out by Inter-State that any effort to define certain areas as suffering more from the drought than other adjacent areas would result in confusion and criticism. The rainfall and drought conditions were too spotty to make any such classification of counties either fair or reasonable.

The final decision to include the entire milk shed under this program reflects this view.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Aug.-Sept. | Class II Aug. | Class III Sept. | Aug. | Sept. |
|-----------------------|-------------|--------------------|---------------|-----------------|---------|---------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.340 | \$3.337 | \$2.580 | \$2.568 |
| Altoona | 9 | 3.70 | 3.241 | 3.251 | 2.518 | 2.519 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.241 | 3.251 | 2.518 | 2.519 |
| State-Wide | 11 | 3.50 | 3.241 | 3.251 | 2.518 | 2.519 |
| Lancaster | 14 | 3.73 | 3.258 | 3.269 | 2.518 | 2.519 |
| Reading | 15 | 3.70 | 3.258 | 3.269 | 2.518 | 2.519 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| August | I | IA | II | III | "A" Bonus |
|------------------------------|--------|----|-------|------|-----------|
| Cream Top Dairy | 92 | 0 | 0 | 8 | — |
| Everett Milk & Ice Cream Co. | 41.39 | 0 | 56.93 | 1.68 | — |
| Fram's Dairy | 90.681 | x | 9.319 | x | 93 |
| Hoffman's | 69 | 11 | 20 | 0 | — |
| Penn Cress Ice Cream Co. | 40 | 0 | 60 | 0 | — |

| September | I | IA | II | III | "A" Bonus |
|--------------------|--------|----|-------|-----|-----------|
| Fram's Dairy | 95.321 | x | 4.679 | x | 100 |
| Williamsburg Dairy | 1-15 | 0 | 0 | 0 | — |
| 16-30 | 95 | 0 | 5 | 0 | — |

New Jersey

| September | Norm | Cream |
|----------------------|------|-------|
| Castanea Dairy | 100 | 0 |
| Scott-Powell Dairies | 100 | 0 |
| Supplee-Wills-Jones | 100 | 0 |

Prices Paid for 4% Milk

| Buyer | Location | Area | Aug. | Sept. |
|------------------------------|-------------------|-------|--------|--------|
| Abbotts Dairies | (N. J. Producers) | — | \$4.00 | \$4.03 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.82 | 3.81 |
| Blue Hen Farms | Wilmington, Del. | — | 3.81 | 3.83 |
| Centerville Producers Co-op. | Centerville, Md. | — | 3.69 | 3.73 |
| Clover Dairy Company | Wilmington, Del. | — | 3.85 | 3.87 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.63 | 3.63 |
| Delamore Dairy | Wilmington, Del. | — | 3.85 | 3.85 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.28 | 3.28 |
| Everett Milk & Ice Cream Co. | Wilmington, Del. | 10,22 | 3.90 | 3.91 |
| Fram's Dairy | Wilmington, Del. | — | 3.82 | 3.85 |
| Greenhill Dairy | Wilmington, Del. | — | 3.80 | 3.80 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.56 | 3.56 |
| Hoffman's | Altoona, Pa. | 9 | 3.70 | 3.70 |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.70 | 3.70 |
| New York Buyers | New York Market | — | 3.58 | 3.62 |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.42 | 3.42 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.60 | 3.60 |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.71 | 3.71 |
| Scott-Powell Dairies | (N. J. Producers) | — | 4.03 | 4.03 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 | 3.40 |
| Supplee-Wills-Jones | Nassau, Del. | — | 3.57 | 3.61 |
| Sylvan View Dairy | (N. J. Producers) | — | 4.03 | 4.03 |
| Tri County Dairy | Honey Brook, Pa. | 1A | 3.79 | 3.79 |
| Waple Dairy | Tyrone, Pa. | 10,22 | 3.40 | 3.40 |
| West End Dairy | Wilmington, Del. | — | 3.85 | 3.85 |
| Western Maryland Dairy | Rising Sun, Md. | — | 3.68 | 3.79 |
| Williamsburg Dairy | Williamsburg, Pa. | 10,22 | 3.70 | 3.70 |

Feed Price Summary for August, 1944

Compiled by Inter-State Milk Producers' Cooperative Inc. from data supplied by a selected list of feed dealers

| Ingredient | August 1944 (\$ per T.) | July 1944 (\$ per T.) | August 1943 (\$ per T.) | % Change, August, 1944 compared with July, 1944 | Aug., 1943 |
|------------------------|-------------------------|-----------------------|-------------------------|---|------------|
| Wheat Bran | 51.50 | 51.30 | 49.27 | +0.39 | +4.53 |
| 16% Mixed Dairy Ration | 60.20 | 59.69 | 54.58 | +0.85 | +10.30 |
| 24% " | 63.67 | 64.13 | 58.67 | -0.72 | +8.52 |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Of all the surprises there's nothing to compare with treading in the darkness on a step that isn't there.

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| August | \$3.93 | \$3.171 |
| September | 3.93 | 3.174 |
| October | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| August | \$3.83 | \$2.67 |
| September | 3.83 | 2.67 |
| October | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|-----------|---------------|
| August | \$24.6844 | 12.63840¢ |
| September | 24.950 | 12.2594¢ |

*—Per 40-quart can of 40 percent cream.

†—Per pound of roller process dry skimmilk each as used in determining the Philadelphia Class II price.

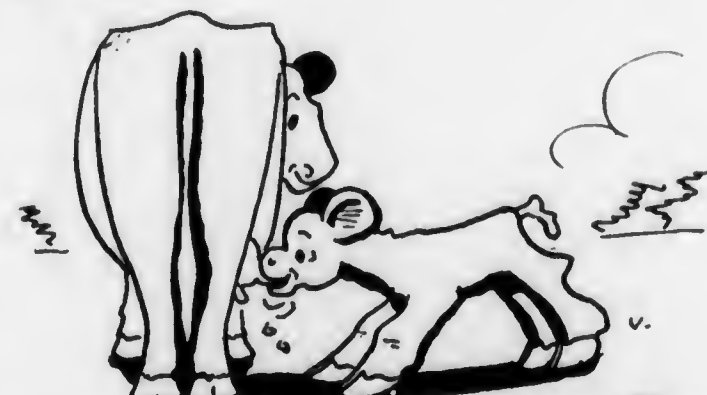
Prices Paid for 3.5% Milk By South Jersey Buyers

| Dairy | Grade "A" & Premium | Grade "B" |
|-------------------------|---------------------|-----------|
| Abbotts Dairy | \$4.17 | \$3.77 |
| Arrowhead Shoemaker | 4.1052 | 3.7372 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.086 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairies | 3.994 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.76 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.23 | 3.83 |
| N. J. Milk Products Co. | 3.946 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.174 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | 3.70 | 3.83 |
| Trenton Dairy | 4.09 | 3.83 |
| Wilson Dairy | 4.09 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

"Did you hear that old man Jones' house burned down last night?"

"No, but I ain't a mite surprised. I was goin' past there in the evenin' when I saw the smoke a-comin' out all around under the eaves; I sez to myself sez I, 'Where there's smoke there must be fire.' An' so it was!"



"There's one job I don't mind doin' overtime and that's milkin'!"

Prices 4% Milk, Aug. and Sept.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during August and September, 1944.

| Handler | Plant Location | Location Differential | Aug. Price | Sept. Price | Handler | Plant Location | Location Differential | Aug. Price | Sept. Price |
|----------------------------|-----------------------|-----------------------|------------|-------------|------------------------|--------------------|-----------------------|------------|-------------|
| Market Average | f.o b. Philadelphia | — | \$3.857 | \$3.899 | Schillinger's Dairies | Philadelphia, Pa. | — | \$3.877 | \$3.979 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.888 | \$3.940 | Scott-Powell Dairies | Philadelphia, Pa. | — | 3.814 | 3.884 |
| " | Coudersport, Pa. | 402 | 3.456 | 3.508 | " | Ardmore, Pa. | 283 | 3.501 | 3.571 |
| " | Curryville, Pa. | 339 | 3.519 | 3.571 | " | Biglerville, Pa. | 241 | 3.543 | 3.613 |
| " | Easton, Md. | 283 | 3.575 | 3.627 | " | Fairdale, Pa. | 318 | 3.466 | 3.536 |
| " | Goshen, Pa. | 241 | 3.617 | 3.669 | " | New Holland, Pa. | 234 | 3.550 | 3.620 |
| " | Oxford, Pa. | 227 | 3.631 | 3.683 | " | Snow Hill, Md. | 304 | 3.508 | 3.550 |
| " | Port Allegheny, Pa. | 416 | 3.442 | 3.494 | " | York Springs, Pa. | 276 | 3.458 | 3.578 |
| " | Spring Creek, Pa. | 451 | 3.407 | 3.459 | Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.535 | 3.561 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.905 | 3.939 | " | Center Port, Pa. | 248 | 3.257 | 3.283 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.860 | 3.881 | Suburban Dairies | Manoa, Pa. | — | 4.051 | 4.094 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.820 | 3.785 | Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.872 | 3.909 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.704 | 3.750 | " | Bedford, Pa. | 332 | 3.510 | 3.547 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.803 | 3.855 | " | Chambersburg, Pa. | 297 | 3.645 | 3.650 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.874 | 3.884 | " | Hagerstown, Md. | 304 | 3.638 | 3.650 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.855 | 3.976 | " | Harrington, Del. | 262 | 3.580 | 3.617 |
| " | Richlandtown, Pa. | 227 | 3.628 | 3.719 | " | Huntingdon, Pa. | 332 | 3.510 | 3.547 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 3.905 | 4.005 | " | Leaman Place, Pa. | 234 | 3.608 | 3.645 |
| Brown's Dairy | Glenide, Pa. | 07 | 3.896 | 3.920 | " | Lewistown, Pa. | 311 | 3.531 | 3.568 |
| Bucks Co. Farms Dairies | Morrisville, Pa. | 22 | 3.646 | 3.703 | " | Mercersburg, Pa. | 311 | 3.531 | 3.568 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 3.987 | 3.947 | " | Mt. Pleasant, Del. | 227 | 3.615 | 3.652 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.798 | 3.863 | " | Princess Anne, Md. | 297 | 3.545 | 3.582 |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.489 | 3.568 | " | Townsend, Del. | 234 | 3.608 | 3.645 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.916 | 3.960 | " | Worton, Md. | 255 | 3.587 | 3.624 |
| Cryslte, Wm. H. Dairy | Chester, Pa. | 07 | 3.828 | 3.844 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.874 | 3.890 |
| Darlington Bros. | Darling, Pa. | 09 | 3.955 | 3.954 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.856 | 3.910 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.760 | 3.866 | Taylor's Dairy | Jenkintown, Pa. | — | 3.965 | 3.896 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.485 | 3.588 | Turner & Wescott | Glenroy, Pa. | 234 | 3.568 | 3.700 |
| Engel Dairy | Philadelphia, Pa. | — | 3.947 | 3.993 | Walnut Farms Dairy | Philadelphia, Pa. | — | 3.902 | 4.005 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.834 | 3.916 | Warners Dairy | Berwyn, Pa. | 09 | 3.818 | 3.890 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.910 | 3.919 | Wawa Dairy Farms | Wawa, Pa. | 09 | 3.748 | 3.832 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.613 | 3.647 | Willow Ridge Farm | Hatboro, Pa. | 09 | 3.890 | 3.881 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.571 | 3.766 | Wilmer Dairies | Conshohocken, Pa. | 07 | 3.816 | 3.842 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.884 | 3.939 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.969 | 3.966 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.827 | 3.819 | Witchwood Dairy | Spring House, Pa. | 11 | 3.955 | 3.951 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 3.987 | 4.051 | | | | | |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.629 | 3.626 | | | | | |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.002 | 3.982 | | | | | |
| Grubbs Dairies | Media, Pa. | 07 | 3.809 | 3.939 | | | | | |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.997 | 4.007 | | | | | |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.857 | 3.815 | | | | | |
| " | Mainland, Pa. | 11 | 3.747 | 3.705 | | | | | |
| Harbison's Dairies | Philadelphia, Pa. | — | 3.857 | 3.889 | | | | | |
| " | Brandtsville, Pa. | 276 | 3.551 | 3.583 | | | | | |
| " | Byers, Pa. | 22 | 3.607 | 3.639 | | | | | |
| " | Carlisle, Pa. | 276 | 3.551 | 3.583 | | | | | |
| " | Hurlock, Md. | 283 | 3.544 | 3.576 | | | | | |
| " | Massey, Md. | 241 | 3.586 | 3.618 | | | | | |
| " | Millville, Pa. | 332 | 3.495 | 3.527 | | | | | |
| " | Sudlersville, Md. | 248 | 3.579 | 3.611 | | | | | |
| " | Philadelphia, Pa. | — | 3.768 | 3.906 | | | | | |
| Hernig, Peter, Sons | Boiling Springs, Pa. | 276 | 3.462 | 3.600 | | | | | |
| " | Eddington, Pa. | 09 | 3.980 | 3.980 | | | | | |
| Hill Crest Farms | Norristown, Pa. | 11 | 3.748 | 3.812 | | | | | |
| Holiday Dairy | Chester Heights, Pa. | 11 | 3.841 | 3.864 | | | | | |
| Homestead Guernsey Farm | Philadelphia, Pa. | — | 3.912 | 3.910 | | | | | |
| Hutt's Dairies | Hatboro, Pa. | 09 | 3.948 | 3.757 | | | | | |
| Ivy Crest Guernsey Dairies | Philadelphia, Pa. | — | 3.922 | 3.991 | | | | | |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 3.693 | 3.762 | | | | | |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.430 | 3.430 | | | | | |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | 3.891 | 3.920 | | | | | |
| Marmer, John | Bryn Mawr, Pa. | — | 3.872 | 3.892 | | | | | |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.857 | 3.799 | | | | | |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.758 | 3.811 | | | | | |
| Meyers Dairies | Ambler, Pa. | 09 | 3.886 | 3.943 | | | | | |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.926 | 3.965 | | | | | |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.589 | 3.589 | | | | | |
| Mont-Berk Dairy Co. | Boyetown, Pa. | 227 | 3.709 | 3.747 | | | | | |
| Nelson Dairies | Norristown, Pa. | 09 | 3.934 | 3.918 | | | | | |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.754 | 3.785 | | | | | |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.956 | 3.904 | | | | | |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.416 | 3.476 | | | | | |
| Penn-Reed Milk Co. | Belleville, Pa. | 318 | 3.884 | 3.879 | | | | | |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.879 | 3.920 | | | | | |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.707 | 3.741 | | | | | |
| Rosenberger's Dairies | Hatfield, Pa. | 13 | | | | | | | |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

| MARKET SUMMARY | | | | |
|---------------------------|----------------|----------------|----------------|--|
| | Sept. '43 | Aug. '44 | Sept. '44 | |
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 | |
| Class II price, 4% milk | 3.300 | 3.291 | 3.291 | |
| Weighted average price | 3.910 | 3.857 | 3.899 | |
| Class I, pounds | 65,397,781 | 75,244,427 | 70,159,722 | |
| Class II, pounds | 6,863,228 | 9,519,154 | 6,883,033 | |
| Total pounds | 72,261,009 | 84,763,581 | 77,042,755 | |
| Class I, percent | 90.50 | 88.77 | 91.00 | |
| Class II, percent | 9.50 | 11.23 | 8.99 | |
| Average butterfat test, % | 3.93452 | 3.76135 | 3.88733 | |
| Number of producers | 9,624 | 9,709 | 9,624 | |
| Pounds per day per farm | 250 | 282 | 264 | |
| Value 4% basis | | | | |
| f.o.b. Philadelphia | \$2,825,122.25 | \$3,269,351.39 | \$3,003,635.00 | |

MONEY

SOLVES A LOT OF PROBLEMS

WAR BONDS—

help beat the Axis today, help re-equip farm tomorrow

MARKET SUMMARY

| | Sept. '43 | Aug. '44 | Sept. '44 |
|---------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.300 | 3.291 | 3.294 |
| Weighted average price | 3.910 | 3.857 | 3.899 |
| Class I, pounds | 65,397,781 | 75,244,427 | 70,159,720 |
| Class II, pounds | 6,863,228 | 9,519,154 | 6,883,037 |
| Total pounds | 72,261,009 | 84,763,581 | 77,042,757 |
| Class I, percent | 90.50 | 88.77 | 91.07 |
| Class II, percent | 9.50 | 11.23 | 8.93 |
| Average butterfat test, % | 3.93452 | 3.76135 | 3.88732 |
| Number of producers | 9,624 | 9,709 | 9,647 |
| Pounds per day per farm | 250 | 282 | 266 |
| Value 4% basis | | | |
| f.o.b. Philadelphia | \$2,825,122.25 | \$3,269,351.39 | \$3,003,635.02 |



MONEY SOLVES A LOT OF PROBLEMS WAR BONDS—

help beat the Axis today, help re-equip the farm tomorrow

▼
This is a picture of P. B. F. Best Ormsby Segis Abbie, owned by Clair F. Burns of Warriors Mark, Pa., who says she is a "real milk wagon."

▲



Secondary Markets

Altoona-Huntingdon

At the time the currently effective milk marketing orders of the Pennsylvania Milk Control Commission were issued for the Altoona area, provision was made that milk used for fluid cream be included in Class I. Dealers in the area protested and for several months, many of them paid a different price for the relatively small amount of milk used for that purpose.

These dealers have recently withdrawn their protest and agreed to this change. As a result, some of them have sent out checks to their producers, covering the difference between the prices actually paid and the order price. Many producers have been confused when they received these checks, not knowing exactly what they covered.

The members of the Advisory Committee for the Altoona-Huntingdon market will be elected at the local meetings being held over the territory during the next several weeks. The committee members elected this fall will meet on the evening of November 15, at the Capitol Hotel in Hollidaysburg, to elect the executive committee and officers for the secondary market committee for the ensuing year.

The work of these men is important and all members in the area are urged to attend their local meetings and help in the selection of their market committeemen as well as their local officers and delegates.

Wilmington

The annual meeting of the Wilmington Inter-State Milk Market shippers was held at Red Lion, Del., on the evening of September 28, with an attendance of more than 160.

Members elected to the marketing committee at that time were: **John Butler**, Middletown, Del.; **Norman E. Ford**, Bear, Del.; **Levis Phipps**,

Wilmington, Del. R.D.; **Norman T. Dempsey**, T. Harold Little, Wm. Naudain and **Lewis Stafford**, all of Newark, Del.; **Irwin G. Klair**, Marshallton, Del.; and **Fred Martenis** of Elkton, Md. The first three named were chosen by the committee as chairman, vice-chairman and secretary, respectively.

The report of the work of the Wilmington committee was given by **Fred Martenis**, retiring chairman, and **Floyd Ealy**, market-manager. **Harris B. McDowell**, Inter-State director from District 9, spoke briefly and effectively on the need for a cooperative and for cooperation among farmers. **O. H. Hoffman, Jr.**, Inter-State's general manager, emphasized to the members present the need for an informed membership, a united Board of Directors, an efficient and capable staff and a strong reserve, in order that our dairymen may meet post war problems that may arise.

Lancaster

The recent rains have revived late pastures and this has been a material aid in maintaining the local milk supply. Most buyers have sufficient milk for their local fluid requirements and there have been a few cases of a small excess, for which markets are readily found.

The Lancaster Inter-State Market Committee met with the Lancaster AAA on September 12, to discuss the feed situation. It was pointed out that the prolonged drought had made it necessary for dairymen to dip heavily into winter feed supplies and they urged that Lancaster county be included in the drought area, with the additional \$.10 per hundredweight subsidy.

The hearing on amendments to the New York marketing order was reconvened on September 20 and completed on September 28. Interested parties were given until October 14 to file supplementary briefs, following which an amended order

will be prepared for consideration.

The attention of Inter-State members shipping to Lancaster buyers is directed to their local meetings, dates and places of which will be announced soon. They are asked to take an active part in the election of the market committeemen and of local officers and delegates.

Trenton

The officers and delegates of all locals with members who ship their milk to the Trenton market have been notified to attend a dinner meeting in Trenton on Tuesday evening, October 17, for the making of plans for fall meetings.

Fred Van Doren, Stockton, N. J., recently received a check from Inter-State covering the loss he incurred while his premises were quarantined because of illness in the family.

It was reported at the last meeting of the marketing committee, held September 26, that **Market Manager Frederick Shangle** was improving steadily, even though unable to attend that meeting.

Hearing Record Closed, May Hold New Hearing

Announcement was made on September 15 by the War Food Administration, that the proposed amendments to the Federal milk marketing order, No. 61, regulating the Philadelphia market, had been withdrawn and that WFA will work with interested parties in the market to prepare alternate proposals for a new hearing.

It will be recalled that hearings were held in January and September, 1943, and in March, 1944, on proposed amendments to the order and that no amendments had been offered to producers for their approval.

The records on those hearings are now considered closed and it is expected that a new hearing will be held to consider such new amendments as may be drawn up and presented for consideration. No date has been indicated as to when a new hearing may be called.

Lawyer—"Now, if you want my honest opinion . . ."

Client—"No, I just want your professional advice."

There's lipstick on the drinking fount
There's talcum on the bench
There's cold cream on the surface plate
Hand lotion on the wrench;
And "Eve in Paris" scents the air
That once held lube oil's smell
I just picked up a bobby pin—
Believe me, War is hell!

Portrait of a Trouper



▼
Miss Louise Everts of the Dairy Council dramatic department, as she appears in one of her junior high school monologues.

▲

FOR THE past twenty years, one of the most active and valuable units of Dairy Council operation has been the Dramatic Department. And for the same twenty years, one of the most active and valuable members of that department has been a certain lady of whom we shall now speak.

Her name—**Louise Everts**. Her attributes—a charming personality, a brilliant mind, an indomitable spirit and a great devotion to Dairy Council work. That would appear to be dealing rather strongly in superlatives, but it is the only fitting approach to a discussion of the lady in question, for she herself deals in superlatives almost exclusively. Vehemently vocal in expressing her likes and dislikes, Miss Everts makes no halfway statements—and so neither shall we. We think she's colossal.

Making her the subject of our discourse this month is simply a way of showing our pleasure over the fact that Louise Everts is once more back in full harness, so to speak. Several months ago, a major knee operation slowed her up a little but she has recently resumed her normal pace, which is somewhere between a canter and a gallop, and we wanted to say publicly that we're delighted.

Miss Everts came to the Dairy Council during its experimental period, and helped greatly in fashioning a pattern of operation which has seemed good enough to follow all these years. Equipped with the finest of dramatic training, a firm foundation of stage experience and the broadening influence of travel abroad, she fell naturally into the difficult job of dramatizing health for the extreme sophisticates of junior high school age. This she has managed to do most successfully for a good many years—and if the educators of Philadelphia and vicinity have anything to say about it, she will continue for a good many

more.

Believing strongly in the spiciness of variety, Miss Everts has seen to it that her approach to adolescents has been through many channels. Monologues—such as the one pictured above—plays, fashion shows, quiz programs, every conceivable medium which will perform two specific functions: one, hold the interest of a young mind; and two, plant the Dairy Council message firmly therein.

A striking example of how these twin purposes can be accomplished is the colorful "Fashion Show" which has become a perennial favorite. Miss Everts, appearing as *Madame Sante*, a French modiste, presents a parade of lovely young ladies (carefully chosen from the student body and more carefully rehearsed in advance) attired in fetching ensembles which portray the various health rules. Cleanliness, exercise, rest and good food all take on glamour in this charming array, which is climaxed by a bridal outfit made of milky white satin, a "chiffon de creme cheese" veil, a necklace "made of bubbles of rich cream," and a long train that disappears into—of all things—a milk pail!

Such is the Everts approach—pills of wisdom coated with whimsy, and made easy to swallow by plenty of laughter. And this prescription is being used not only in the junior high schools, but throughout the primary and elementary grades, for our puppet shows are all from the pen of the prolific Louise. Writing at least one new show each year, this talented lady is the source of the absorbing plots and sparkling dialogue which have combined with the excellent work of our puppeteers to make Dairy Council a welcome visitor at every school in this area. Her most recent effort, "The Pearl of Arabia" is typical of Miss Everts' formula—combining romantic tales of far-off places with simple

rules for here-at-home living.

When the aforementioned knee operation put "Louie" on the bench as far as active school work was concerned, she refused to be taken off the team entirely. She continued her writing at home, and as soon as courage and a cane made it possible for her to navigate she was back in the office doing anything and everything to further the work of the moment. When circumstances left us shorthanded at the switchboard, she even took a fling at that—and it can't be said that she exactly learned the board—she simply overwhelmed it. When things become particularly confusing, with lights flashing and buzzers buzzing, Louie could be heard berating it and making verbal demands for discipline—as though she were whipping a particularly unruly group of eighth-graders into shape for a performance.

Well, Louise Everts is back in the game again. It takes more than a trick knee to trap a trouper, and this one is treading the boards once more with the same old fire and fervor. At present, in addition to her creative work, her duties include the training of new dramatic workers, arranging Philadelphia bookings for our high school assembly speaker, rehearsing and producing junior high school plays and acting as advisor to the entire dramatic department.

Sounds like too full a schedule for one person to handle. It is—but Louie's doing it—and good!

When you go to your
Local Meeting

Fill your car!

Take your Family—or
your Neighbor-Member—or Both

Make it a good meeting

Two Good Public Speakers

Winner of first place in a regional public speaking contest of the Future Farmers of America was 17-year-old **Harold K. Keller** of Middletown, Md. Second place was won by **Merle Hess** of Chambersburg, Pa. The contest was held at Rutgers University early in September.

Keller, who will represent the Northeast in the national contest at Kansas City in October, spoke on "Bang's Disease in the War." Merle Hess chose as his topic, "The Responsibility of the Rural Church."

There's many a good thing lost by not asking for it.

25-Year Members Will Be Honored by Inter-State

MEMBERS of Inter-State who have been active in the organization for 25 years—a quarter-century— or more will be given special recognition at their district dinners next winter. The Board of Directors' Cooperative has approved a plan to issue to each such member a special certificate and a lapel button attesting to this membership record. In addition, Inter-State will give the member and his wife, or other relative, a seat of honor at the next dinner meeting held by members of his district.

This award is available to any member who has had 25 years of continuous active membership in Inter-State—including Inter-State Milk Producers' Association, for which the first membership certificates were issued in May, 1917, and Inter-State Milk Producers' Cooperative, which became active on October 1, 1936.

An active membership for this purpose is defined as one under which milk was sold through Inter-State as shown by the payment of dues or commissions on the sale of that milk. In order to be continuously active there must have been no break in the record of dues payments.

Not only will members who have had this continuous active membership in their own name be given recognition, but recognition will also be extended to present members where there has been a continuous membership in the family for a like period. In this case it will be essential, for recognition to be given, for the present member to provide us with the name or names of memberships in Inter-State which preceded his own.

It is obviously impossible to know from our records whether a series of similar names (last names identical) are or are not of the same family. In such cases we must depend entirely upon the member to furnish

the names of those in his family who preceded him as Inter-State members.

Since it would speed up the checking of Inter-State records on this matter to have all 25-year members report the essential facts to us, we are asking each such member or any member who believes that he or his family has such a record, to fill in the blank appearing below and mail to Inter-State. The address is—Inter-State Milk Producers' Cooperative, 401 N. Broad Street, Philadelphia 8, Pa.



It is milking time on the Howard D. Wagner farm at Quarryville, Pa., and Grace and Charles are all set and fully equipped to do their share.

The Penn Tercentenary

(Continued from page 3)

what to hope.

He that has more knowledge than judgment is made for another man's use more than his own.

Less knowledge than judgment will always have the advantage upon the injudicious knowing man.

Never give out while there is hope, but hope not beyond reason; for that shows more desire than judgment.

He that neglects his work robs his master, since he is fed and paid as if he did his best; and he that is not as diligent in the absence as in the

We have been active members and have sold our milk through Inter-State Milk Producers Association and Inter-State Milk Producers Cooperative continuously since January 1, 1920, or before.

In my own name..... ☐
 In my father's name, then my own name, or both ☐
 In my husband's name, then my own name, or both ☐
 In some other series of names within the family ☐
 (full explanation of which is attached)

Signature of member.....

MILK PRODUCERS REVIEW

presence of his master, cannot be a true servant.

It is as great an instance of wisdom as a man in business can give to be patient under the impertinencies and contradictions that attend it.

British Visitors Guests of Inter-State

Inter-State was host on October 9-10 to two famed British agriculturists who are studying American farming and marketing practices. These men, **Elwyn Jones**, operator of a 260 acre farm at Brecknock, Wales, and **William T. Price**, executive officer of a wartime agricultural committee, were joined on the second day of their visit with Inter-State by **Major Geoffrey Waldegrave** of the British army who was appending a week's furlough from his army assignment in Washington to make a similar study.

The two agriculturists were met at their Washington hotel on the morning of October 9 by **A. R. Marvel**, Inter-State vice-president and Maryland State Senator, and **Clayton Reynolds**, Inter-State fieldman, who arranged for their guests to meet Maryland's **Governor O'Connor** at Annapolis. From there they ferried to the Eastern Shore where the party inspected the Raskob estate and the farm of **Oliver Jones**.

The following day the party was joined by the Major and the group were guests at the meeting of Inter-State's Board of Directors, this meeting also being attended by the entire field staff, the presidents of the secondary market committees and **John V. Bishop**, former Inter-State director from New Jersey.

Each of the British guests gave a short talk concerning various aspects of dairying and general agriculture in England. These comments revealed numerous similarities with our own agricultural problems and also brought out some of the fundamental differences such as those resulting from climate and the heavy industrialization of the British Isles. The Major commented further on how close to the brink of defeat England and, with her, the entire Allied cause was in 1940.

From Philadelphia the group left by train for State College where they were to see Pennsylvania agriculture.

A colored porter in a hotel was asked why rich men usually give him small tips, while poor men are liberal.

"Well, suh, boss, Ah don't know, 'cept the rich man don't want nobody to know he's rich, and the po' man don't want nobody to know he's po'."

October, 1944

Calendar OF LOCAL MEETINGS Watch for Notice by Letter

District 1
 Center Point—Worcester Community Hall—8:00 P.M., October 24.
 Red Hill—Palm—East Greenville High School—8:00 P.M., October 20.
 Zieglerville—Green Tree Dance Hall—8:00 P.M., October 25.

District 2
 Burlington County—November 2.

District 4
 Cambridge and Hurluck Locals, combined meeting—Hurluck High School—8:00 P.M., October 20.

District 9
 Kirkwood and Newark Locals, combined meeting—November 8.
 Middletown and Townsend Locals, combined meeting—November 10.

District 10
 Bayview and Providence Locals, combined dinner meeting—Bayview Community Hall—7:30 P.M., October 26.
 Rising Sun—Rising Sun High School—8:00 P.M., November 3.

District 11
 Cochranville and Oxford Locals, combined meeting—Oxford Grange Hall—8:00 P.M., October 25.
 Quarryville and Southern Lancaster Locals, combined meeting—E. Drumore High School—8:00 P.M., October 31.

District 17
 Combined meeting of all locals—Tyro Hall Grange Hall, Buckingham, Pa., 8:00 P.M.—November 9. (Professor R. H. Olmstead, Pennsylvania State College will talk—also refreshments.)

District 20
 Claysburg—High School—8:00 P.M., October 20.
 Cresson—Munster Grange Hall—8:00 P.M., October 19.

District 21
 Bedford—Bedford Grange Hall—8:00 P.M., October 23.
 Everett—Everett High School—8:00 P.M., October 26.
 Friends Cove—P. O. S. of A. Hall, Charlesville—8:00 P.M., October 27.
 New Enterprise—High School—8:00 P.M., October 25.

District 23
 Bridgeton and Deerfield Street Locals, combined meeting—Cumberland County Court House—October 31.

Two Good Young Dairymen

The **Harry Chafeys** of Mt. Holly, Burlington county, have cause to be mighty proud of their youngsters, **Billy and Mary**. These two young folks took a lion's share of the honors at the annual Burlington county 4-H club fair in September.

Members of the Jacksonville 4-H Club, Billy Chafey won the championship of the show with his Guernsey calf, while his sister, Mary, won the fitting contest among all the club members of the county, with Billy coming out fifth in the same event.

These youngsters had some very excellent type animals to work with,

Billy owning one and Mary another of the three animals which rated "excellent" by the judges. In addition, Mary had an animal that rated "very good" and Billy an animal that rated "good plus."

R. L. Yoder Superintends Penn State Creamery

The position of superintendent of the creamery at Pennsylvania State College is now occupied by **R. L. Yoder**, son of Mr. and Mrs. **Levi K. Yoder** of Reedsville, Pa. The new superintendent is a grad-

uate of the Brown Township High School and was graduated from Pennsylvania State College in 1935. While a student there he was the collegiate wrestling champion in the 175-pound class.

Since his graduation he has been employed at Ryders Dairy, Le-moyne; Sylvan Seal Dairy and Cooklyn Milk Company, Philadelphia; and with the Creamery Package Manufacturing Company, with headquarters at Denver.

The apple grows so bright and high, And ends its day in apple pie.

Maryland Fall Holstein Sale

FRIDAY — OCTOBER 27

Starts 11 A.M. Sharp, E.W.T. at

McDonogh School—two miles North of Pikesville, Md.
 Route 140—Two miles East of Randallstown.

83 REGISTERED HOLSTEINS

including

- 40 COWS and BRED HEIFERS fresh or due soon.
- 20 OPEN HEIFERS and CALVES—half of them ready to breed this winter.
- 23 BULLS—All ready for service except three outstanding Baby Bulls. The best array of bulls we have ever offered.

SALE FEATURES

A son of "Lochinvar," born June 20, 1944, out of a two year old daughter of Fond Memory with 14,000 Milk, 556 Fat 2 X D.H.I.A.
 A daughter of "Lochinvar," born May 12, 1944, out of Dunloggin Miss Ellen, with 10,185 Milk, 4.1%, 416 Fat.

Plenty of Milk to boost Fall Averages—Plenty of breeding for the Beginner or Established Breeders.

Herds T.B. Accd. Bang's Cert. 46 Vaccinated.
 Lunch at Sale Trucks to move cattle

Sale Sponsored by

MARYLAND HOLSTEIN - FRIESIAN ASS'N.

HOWARD C. BARKER Sec'y. Mgr. Phone 25: Bel Air, Md.

INVITATIONAL JERSEY SALE

TUESDAY, OCTOBER 24 — 12 Noon, E.W.T.

McDonogh School — 10 miles North of Baltimore Md.
 Route 140 — 2 miles East of Randallstown, Md., Route 26.

50 REGISTERED JERSEYS

40 Cows & Bred Heifers — 10 Open Heifers & Calves — 2 Bulls

EXCELLENT FOUNDATION ANIMALS

For the BEGINNER or ESTABLISHED BREEDERS.

- Selected from twenty of the best herds in Pa. - W. Va. - Md.
- Most of the cows fresh or close springers—Half of the heifers ready to breed this winter.
- BULLS—A "Design" yearling by an "E" 2 star sire and from a "V.G." 591.3 lbs. fat dam—A yearling son of a 16 yr. old R of M granddaughter of Sybils Gamboe and Imp. Fern's Oxford. Good Ones!

Herds T.B. Accd. Bang's Cert. Many Vaccinated
 Lunch at Sale Reliable Truckers

Buyers met in Baltimore — Call Pikesville 305

Catalogs FREE—Write

HOWARD C. BARKER, SALE MGR.

BEL AIR MD. PHONE 25

E. M. GRANGER, Auct., Thompsonville, Conn.

Five Questions About Farmer Cooperatives

1. What is a farmer cooperative?

It is a form of voluntary business organization set up by farmers to perform services on a cost-of-doing-business basis in such fields as the purchasing of farm supplies and the marketing of farm products.

2. When did farmer cooperation start in America?

It started when our forefathers swapped work to help each other raise barns or kill hogs or do other jobs that one farmer could not well do alone. Later, as more and more of his crop and livestock production went to the people in the cities and less and less was consumed at home, the farmer faced many problems beyond his line fence that were too big for him to handle efficiently by himself—problems in the assembling, grading, processing, transporting and marketing of farm products, and problems in the purchasing of farm production supplies. To meet these problems he formalized early American cooperation, and as early as 1810 we had cooperative cheese factories in America. These early American cooperatives preceded by more than a quarter of a century the founding of the Rochdale Cooperative in England.

3. Who owns and controls a farmer cooperative?

The members who use its services. Their ownership is usually represented in membership certificates, stock, or some other evidence of the members' investment in the cooperative. Control of the cooperative is distributed democratically among the membership—usually on the basis of "one man, one vote."

4. How does a farmer cooperative work?

A farmer cooperative acts as the agent of its farmer members. They use it to provide themselves with services on a cost-of-doing-business basis. Usually to cover their cooperative's operating costs plus a margin of safety, the members provide operating advances in amounts about equal to the going trade margins for similar services. When the year's operation is over and the books have been closed, they get back as patronage refunds the difference between what they advanced for the services and what the services actually cost. These refunds may be in cash or—in cases where members are adding to their cooperative's working capital—in the form of stock or certificates of

equity. Interest rate on such member-invested capital is limited.

5. Why are farmer cooperatives needed?

Because farming, though highly important in sum total to the nation's economy, is actually a business of more than 6,000,000 individual family farms. These farms, averaging only 87 tillable acres, are faced with as many problems of buying and processing and selling as the big corporations have—and without their concentration of money, specialized manpower or facilities. Only by joining together in voluntary cooperatives can farmers provide themselves with the capital, manpower and facilities needed for efficient operation. Only through organization can farmers meet other organized groups on an equal basis. Only by working together can farmers carry on research and develop new ideas that will benefit all people—the consumers and the producers.

Yardstick For A Farmer Cooperative

The rules laid down by the United States Government for a farmer cooperative are specific. Generally speaking, a non-profit farmers' cooperative . . .

1. Is democratically controlled by its members—usually "one farmer, one vote."
2. Returns its net savings to users.
3. Treats all users alike, whether members or non-members.
4. Does most of its business with farmer members.
5. Does, in the case of a purchasing association, at least 85 per cent of its dollar volume of business with agricultural producers.
6. Has most of its stock and voting

MILK PRODUCERS REVIEW

rights in the hands of active patrons.

7. Limits rate of dividends on capital stock to a nominal rate of interest.

8. Maintains records showing its operations and its members' equities.

9. Has only reasonable reserves for necessary purposes.

4-H Dairy Winners Get Trip to Chicago

The dairy production demonstrations put on by 4-H dairy club members at New Brunswick on October 7 resulted in the classification of the demonstrations as excellent, very good and good.

The Mercer and Sussex county teams were both rated "excellent." Geo. Titus, Jr. and Earl Weart of Mercer county demonstrating the subject "Feeding a Wartime Ration," and Hobart and Robert Roberts of Sussex county demonstrating the "Essentials of a Sound Dairy Breeding Program."

Demonstration teams from Hunterdon and Somerset counties were rated as "very good," and those from Salem, Warren, Cumberland and Cape May as "good."

The Mercer county team, through its performance, has earned a trip to the National Club Congress at Chicago, the trip being sponsored by dairy organizations that are active in the state, including Inter-State.

Judges of this contest, which was under the supervision of the 4-H Club Department of the New Jersey Extension Service, were Floyd Ealy, Inter-State fieldman; Enos Perry, extension dairyman at Rutgers, and Henry Roberts, research foreman in dairy husbandry at the N. J. College of Agriculture.

The after dinner speaker, touching on the advantages of co-operation said:

"Now take freckles. Think what a nice shade of tan they'd make if they would only get together."

REQUEST FOR ROOM RESERVATION

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia 8, Pa.

Please reserve room accommodations at the Benjamin Franklin Hotel for the annual meeting. \$5.00 room with double bed ☐ \$6.00 room with twin beds ☐ \$3.50 single room ☐

Rooms are scarce—double up if you can! If you have no roommate, may we assign one to you? Yes ☐ No ☐

Check day of arrival—Nov. 26th ☐ Nov. 27th ☐

Number in party _____ Number rooms desired _____

Name _____

Address _____

IMPORTANT—Make Reservations Early

October, 1944

Dairymen Organize Tri-County Association

Dairymen of Montgomery, Chester and Delaware Counties have organized the Tri-County Artificial Breeding Cooperative. The setting up of the organization was completed in September with Furman Gyger, Sr., Kimberton, elected President; C. V. Hollis, Lansdale, Secretary; and Paul Coates, Coatesville, Treasurer. Additional members of the Board of Directors are H. D. Allebach, Trappe; Robert Brington, West Chester; Brett H. Moore, Delaware County and Howard Baker, Center Square.

Tentative by-laws were adopted at this meeting, at which time it was reported that 25 members with about 550 cows had been signed up. The directors were instructed at this meeting to proceed with the securing of a charter and to make the necessary arrangements for affiliating the activities with the similar organization now operating in the Lewisburg area.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during September, 1944.

| | |
|--------------------------|------|
| Farm Calls | 1003 |
| Non-Farm Calls | 235 |
| Butterfat Tests | 4273 |
| Plants Investigated | 64 |
| Herd Samples Tested | 355 |
| Brom Thymol Tests | 136 |
| Microscopic Tests | 302 |
| Membership Solicitations | 232 |
| New Members Signed | 22 |
| Meetings | 32 |
| Attendance | 1403 |

Chopping Fodder Will Kill Borers in Corn

More corn borers can be eliminated by chopping corn fodder fine than by any other control measures. J. O. Pepper, Associate Professor of Entomology Extension, Pennsylvania State College, says as he urges farmers either to shred or cut their fodder now. Cutting the corn low also will remove the hibernating borers from the fields.

Many fields are left with too high stubble, Mr. Pepper observes, permitting borers to spend the winter in the stubble. He urges corn cutters to leave less than 6 inches of stubble.

For those planning to use the corn stalks as feed or bedding, he recommends that the fodder be shredded or cut with cutters set as finely as possible to destroy all the borers. Lengths of about one inch are recommended.

Besides destroying the borer, this procedure will also make easier use of fodder as bedding, will facilitate handling next spring when the residue is used as a fertilizer, and at the same time will enable the cattle to eat more of the fine fodder as feed.

Rutgers' Short Courses in Farming Open October 30

Short courses in various phases of farming, which will begin October 30 at the New Jersey College of Agriculture, Rutgers University, will be streamlined to eight weeks' duration instead of the usual twelve, says Professor Frank C. Helyar, director of resident instruction at the College.

"By completing their training just before the Christmas holidays, students will be ready to start farming enterprises of their own or to take farm jobs at the beginning of the new year," Professor Helyar pointed out.

Five courses are offered this year, all of them tuition free to residents of the state. They are in dairy farming, fruit growing, vegetable gardening, animal husbandry and poultry husbandry. The teaching staff is made up of the regular College of Agriculture faculty, most of whom are well known for scientific research in their respective fields.

Whether it's on the road or in an argument, when you see red, STOP!

The three-year-old boy had taken his mother's powder puff and was fixing his face as he had seen her do, when his five-year-old sister grabbed it from him:

"You mustn't do that," she said. "Only ladies use powder. Gentlemen wash themselves."

Sometimes levity has proved the soul of grit.



Preferred the world over for its greater speed, ease of handling, rugged, lasting durability.

The quota of STEWART Clipmasters WPB authorized us to produce is being shipped at intervals to distributors for their dealers. We do not believe there will be enough to meet the demand; so see your dealer early. STEWART Clipmaster Model 51 is the cool-running clipper with the anti-friction tension control that assures perfect tension between blades for faster, easier clipping. Exclusive Stewart design ball bearing motor is air cooled and entirely encased in the insulated EASY-GRIP handle that is barely two inches in diameter. Send for FREE Catalog of Stewart clipping and shearing machines. Made and guaranteed by:

Chicago Flexible Shaft Company, Dept. 46
5600 W. Roosevelt Rd., Chicago 50, Ill.
Over Half a Century Making Quality Products

KEEP UTENSILS SLUDGE FREE



Just add a little DIVERSOL to a glass of rain water. See how quickly and completely it dissolves. Compare with any other disinfectant. With DIVERSOL there's no sludge to cause trouble-making milkstone or film on utensils. No wonder DIVERSOL . . . a quick-acting disinfectant that won't rust utensils . . . is used by leading dairy plants. Approved by Health Authorities. Ask your Hauler to bring you a supply. The Diversey Corporation, Chicago 4.

CLEAN UTENSILS FIRST WITH **DUMORE**

WENCHHOF DISPERSAL

TUESDAY, OCT. 31 — 11 A.M., E.W.T.

2 miles North of Taneytown, Md.—6 miles
South Littlestown, Pa. on Route 71.

30 REGISTERED AYRSHIRES

Dispersal of the H. B. Wenchhof herd with a few good added consignments.

Fresh Cows — Heavy Springers — Bred Heifers — 3 Bulls
Pleasing Type Size Good Breeding

Avg. test these cows with First Calf in D.H.I.A. 4.09%

Also Selling Full Line Farm Machinery and Dairy Equipment—
Much of it New, used less than 2 years.

T. B. Accd. Bang's Tested 11 Vaccinated

H. C. BARKER, Sale Mgr.
Bel Air, Phone 25, Md.

H. B. WENCHHOF, Owner
Taneytown, Md.

Our National Dairy Picture

Butter Is Worse, Other Products Hold Up Well

THE point ration value of butter was increased from 16 to 20 on October 1, but this seems to have resulted in very little effect on the insistent demand by consumers for butter. It is possible that increasing the ration value, however, will result in a more fair distribution of the limited supplies available. The shortage has become so acute that per capita consumption of butter during 1944 will be forced to the lowest level in more than 50 years.

Weekly butter production reports show that the manufacture of creamery butter is running 10 and 11 percent below the corresponding weeks last year. Moreover, last year's level of production was comparatively low. Production reached a peak of 1,872,000,000 pounds in 1941 and, even though milk production has been higher each year since 1941, butter production has declined rather steadily. Geographically, the greatest declines have occurred in the North Atlantic and West North Central sections, the South Central states producing slightly more butter than a year ago. Production during the first eight months of 1944 was 1,098 million pounds, down 152 million pounds from 1943; and the lowest since 1928.

The basic reason for the decline in butter production is the fact that milk producers get more by selling

their milk for fluid uses or to evaporated milk or cheese plants. The heavy demand for evaporated milk has built up production of that product to an extremely high level, the August, 1944, production being 32 percent above the August average in the five years (1938-42) and 13 percent above production during August, 1943.

Cheese production, in contrast with butter, has been running 3 and 4 percent above a year ago. Production of American cheese during July was estimated at 89 million pounds which was the second highest July production during the 25 years for which records have been kept. American cheese production during the first eight months of 1944, was estimated at 576 million pounds or 42 percent more than the average January-August production during the 10 years (1933-42).

In order to turn more milk into butter, it would be necessary to make the evaporated milk and cheese outlets for milk less attractive, or both. So far, military and Lend-Lease demands for evaporated milk and cheese have been so great that the government has not been inclined to take this action. However, with evaporated milk and cheese production on such high levels, it will be necessary sooner or later, to shift milk away from those

products. This involves a serious problem for producers, unless the milk can be turned to higher class utilizations in fluid cream and ice cream, which would not help the butter situation, or unless the returns for milk going into butter can be improved.

Storage stocks of butter, furthermore, are not sufficiently great to relieve the shortage resulting from the low level of production. Government set-aside requirements were discontinued in October, but according to the "Producers' Price Current" it is estimated unofficially that butter manufacturers were still obligated to supply the government with nearly 30 million pounds under previously unfulfilled set-aside requirements. It should be understood that the set-aside requirement applied by the government was not on a definite "pound" basis, but was on a "percentage" basis—the set number of pounds out of each 100 pounds produced must be sold to the government. The low production made less available both for the government and for civilian consumers. The quantity of butter in cold storage on September 30, 1944, in 35 cities reported by the USDA, was 108,682,197 pounds, whereas a year earlier, 187,662,605 pounds were in storage.

Total milk production predictions for 1944 indicate approximately the same output as last year; that is, 118 billion pounds. The supplies in eastern fluid milk markets, however, have been running ahead of last year. The most recent USDA report on daily average production of 5,000 herds in the Philadelphia market, indicates the average farm was producing seven percent more milk than a year ago. This does not guarantee that a milk shortage can be avoided during November, but it suggests that the shortage may not be as serious as it was last year.

Roller process dry milk solids have been accumulating in storage. The Dairy Market Report of the USDA for Philadelphia for September 29, 1944, in announcing the removal of quotas limiting the sale of cottage, pot and bakers' cheese as of October 1, intimated that the currently large supplies of roller process non-fat dry milk solids were a factor in causing these quotas to be removed. The USDA "Monthly Domestic Markets Review" for September, 1944, states that "animal feed roller process non-fat dry milk solids reappeared in volume

in wholesale trade channels for the first time in many months." This situation resulted in a price decline for the product from 12.6 cents per pound in August to 12.2 cents in September as used as a factor in the Philadelphia Class II price.

Non-fat dry milk solids for animal feed, however, has continued at a low level of production, according to the USDA "Evaporated, Condensed, and Dried Milk Report." Production during August

was estimated at 1,800,000 pounds, which was 4 percent lower than in August, 1943, and 80 percent below the 5-year August average. Production for animal feed during the first eight months of 1944 was 29 percent less than during the similar period of 1943.

Production of spray process non-fat dry milk solids for human consumption during the first eight months of 1944 was 9 percent above the similar period in 1943 and production of roller process dry milk was 7 percent above that same period last year. Dried whole milk production during August amounted to 11,600,000 pounds and the January to August production of 120,235,000 pounds was 23 percent above the eight-month output in 1943.

The Philadelphia cream market, reported by the War Food Administration for the week ending October 7, showed some irregularity on cream approved for Pennsylvania, Newark and Lower Merion Township, and ruled easy to weak on cream approved for Pennsylvania only. Prices of cream approved for Pennsylvania, Newark and Lower Merion Township averaged around \$25.75 per can, which represented a slight reduction from the price level a month earlier, and cream approved only for Pennsylvania averaged \$23.75 per can, a 50-cent reduction from the first week in September.

Miss Green: "I know he's rich, but isn't he too old to be considered eligible?"

Mrs. Brown: "My dear, he's too eligible to be considered old!"



Cleaner Cows

Less Labor

with

CONCRETE PAVED BARNYARD

A concrete-paved barnyard is a big aid to dairymen producing high quality milk. Fall, winter, spring and summer it helps keep cows out of mud, dust, filth—cuts down work of cleaning cows before milking. A big factor now that farm help is short and every effort is being made to increase milk production.

When cows wade through mud they waste energy needed for producing milk. Owners say a paved barnyard soon pays for itself by helping produce more and better quality milk.

Paste coupon on pennypostal and mail today for free instructions for paving your barnyard or building other durable, thrifty, sanitary structures with concrete.

If you need help, see your concrete contractor, ready-mixed concrete producer or material dealer.

PORTLAND CEMENT ASSOCIATION

Dept. M10-50, 1528 Walnut St., Philadelphia 2, Pa.

Send instructions for paving dairy barnyard with concrete—no reinforcing steel needed.

Also "how to build" booklets on improvements checked:

- | | |
|-------------------------------------|---|
| <input type="checkbox"/> Milk house | <input type="checkbox"/> Dairy barn floor |
| <input type="checkbox"/> Manure pit | <input type="checkbox"/> Poultry house floor |
| <input type="checkbox"/> Granary | <input type="checkbox"/> Water tanks, troughs |

Name.....

Street or R.R. No.....

City.....State.....

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of the month.

FOR SALE: Farm containing 120 acres, 100 acres in cropland in a high state of cultivation. Equipped with excellent buildings, running water, electricity and a tenant house. Mrs. Anna Robinson, Federalburg, Md. R. 2.

FOR SALE: One registered Guernsey bull and a few registered Guernsey cows. W. A. Cottman, Princess Anne Md.

Cash Prizes

For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Meeting Calendar

October 31—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton.

November 15—Altoona-Huntingdon Advisory Committee meeting—Capitol Hotel, Hollidaysburg.

November 21—South Jersey Inter-State Milk Market Committee—Woodbury.

November 27-28—Annual Meeting of Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

December 6-7—Annual Meeting of National Cooperative Milk Producers' Federation—Chicago, Ill.

December 12-14—Annual Meeting, Pennsylvania State Grange—Harrisburg, Pa.

January 9-10-11, 1945—Pennsylvania Farm Show Meetings—Harrisburg, Pa.

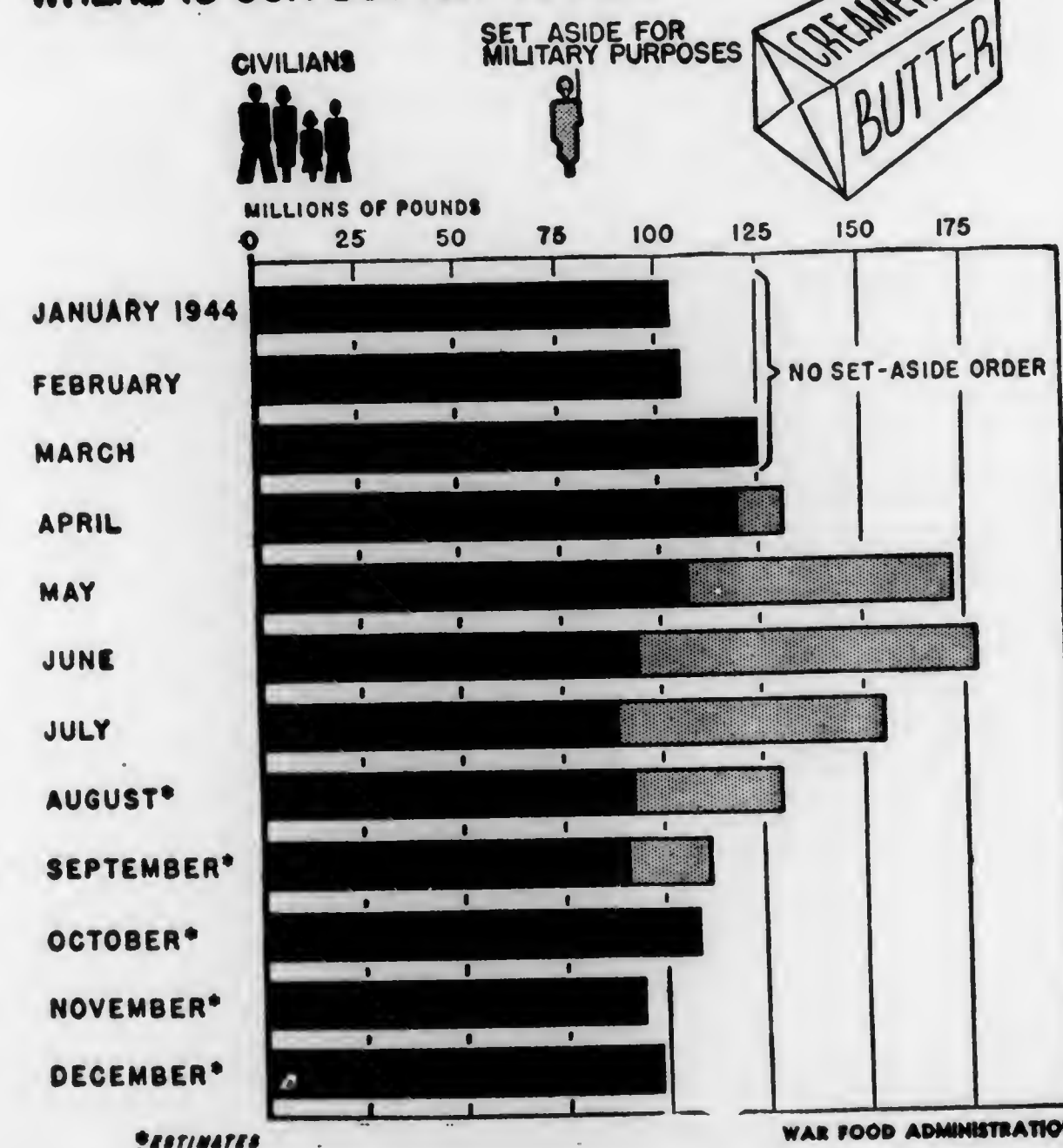
His relatives telephoned to the nearest florist. The ribbon must be extra wide, with "Rest in Peace" on both sides, and if there was room, "We Shall Meet in Heaven."

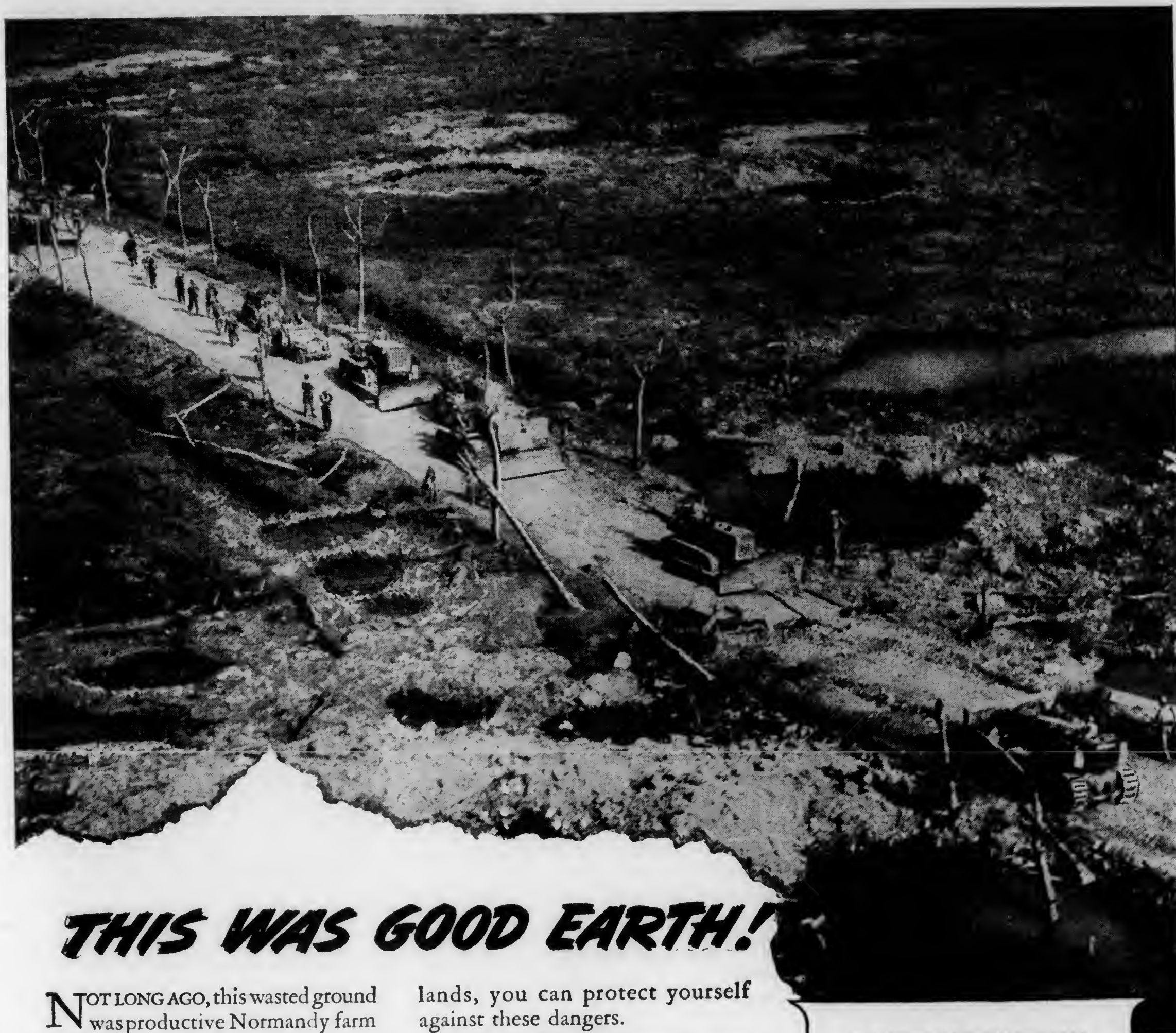
The florist was away and his new assistant handled the job. The ribbon was extra wide indeed and on it was the inscription:

"Rest in Peace on Both Sides, and If There Is Room, We Shall Meet in Heaven."

Fashion Note: There will be little change in men's pockets this year.

WHERE IS OUR BUTTER GOING?





THIS WAS GOOD EARTH!

NOT LONG AGO, this wasted ground was productive Normandy farm land. Now it is so blighted by bombing, mines and chemicals that years must pass before it can be reclaimed.

Your farm has been spared all this. But because we need extra food supplies, and our farm equipment manufacturing is devoted to war needs, your farm is likely to be overworked and under-equipped. And other enemies can attack it, such as soil erosion, sickness or accident, weather, neglect.

Unlike the farmers of unoccupied

lands, you can protect yourself against these dangers.

While the War Bonds you buy are helping to outfit our fighting men, they are building up your financial reserves so that when your Bonds mature, they will help you recondition your fields, and replace your worn out machinery, tools and buildings.

So buy every War Bond you can. It's the least you can do to support our Armed Forces. It is also the best thing you can do to conserve your own good earth.

5 REASONS FOR INCREASING YOUR WAR BOND PURCHASES

1. The tempo of this war is hitting its highest point. Government expenditures for war are at the peak. MORE MONEY IS NEEDED... NOW!
2. In proportion to WHO HAS THE MOST MONEY, individuals are not buying their share of War Bonds. America must correct this situation.
3. War Bonds provide the farmer and rancher with the financial reserve he must have to survive the ordinary ups and downs of farming as a business.
4. Money will be needed urgently at a future date to replace and repair farm equipment, machinery, and buildings. War Bonds will provide it.
5. War Bonds are the safest investment in the world, return a good rate of interest, are easy and convenient to buy... from bank, post office, rural mail carrier or Production Credit Association.

For America's Future, for *your* Future, for your children's Future

☆☆ *Keep Backing 'em Up-* **WITH WAR BONDS!** ☆☆

The Treasury Department acknowledges with appreciation the publication of this message by

Inter-State Milk Producers' Review

INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXV

Philadelphia 8, November, 1944

No 7



Who's To Be Thankful?

Official Notice to Delegates

Inter-State Milk Producers' Cooperative

The Annual Delegate Meeting will be held Monday and Tuesday, November 27-28, 1944, commencing at 10 o'clock a. m., at the Benjamin Franklin Hotel, 9th and Chestnut Sts., Philadelphia, Pennsylvania.

Board of Directors

B. H. Melty
President

H. E. Jamison
Secretary

All members of the Cooperative are welcome to attend all sessions of the meeting and take part in all discussions

Whether for War or Post-War This Program Is Sound

A REPORT to the members of dairy herd improvement associations, in Maryland, made by the Extension Service, calls the attention of these farmers to some of the major dairy problems they will face in the post-war period. It is pointed out that there has been a heavy demand for dairy products, but because of rationing and shortages many food habits with respect to dairy products have been changed, which may mean less consumption after the war.

The prospect of a falling off in prices is emphasized. In order to meet best this readjustment a five-point program is suggested, as follows:

1. Support efforts to prevent inflation, unemployment, and deflation or depression.
2. Put emphasis on more efficient and economical production.
3. Cooperate to encourage greater consumption of milk and milk products.
4. Endeavor to reduce the costs in handling and distribution of fluid milk and the operation of processing plants.
5. Expand research to broaden present knowledge of dairy products and to develop undiscovered food values.

The foregoing program is an industry affair, but the Extension Service goes on to state that dairying is a long time business, with heavy investments which are not easily converted or changed to other enterprises. In addition, dairying is emphasized as an important part of a sound agriculture as well as the source of the most important group of foods in the human diet.

In this connection they recom-

mend a sound program for the individual dairyman to follow in order that his business may be carried on with best results. They state that the present average production of Maryland cows is less than 5,000 pounds of milk a year, which is too low to be economical. This can be improved by controlling diseases, providing ample amounts of the right kinds of feeds, by sound management and by the use of superior breeding stock.

In order to obtain efficient and economical production, dairymen should:

1. Keep production records. They may be used as a guide for feeding, weeding, and breeding.
2. Grow and feed abundant quantities of high quality forage crops. Pasture should be fertilized and tended the same as other crops.
3. Feed a balanced ration according to production. The concentrate mixture should vary depending upon the kind and quality of the roughage.
4. Cull the low producing cows and raise only the most promising heifers.
5. Improve the productive capacity of cows through better breeding. Use only production bred sires.
6. Give attention to herd management. Regularity in feeding and milking, rapid milking, dry periods for cows and dry comfortable quarters are the important considerations.
7. Keep cattle healthy by eliminating important diseases. Mastitis is the number one disease in Maryland.

Don't worry about butter. You can make it from grass. All you need is a cow and a churn.

Mastitis Infection Runs in "Families"

A study of the frequency of mastitis infection in dairy cows was recently carried on by the New Jersey Agricultural Experiment Station. The study was made at their Sussex branch station on a herd of 60 cows and covered a six-year period.

An interesting observation in the study was that the frequency of mastitis infection varies greatly among "families" of cows. For example, it was found that family 283, composed of a dam, three daughters and two granddaughters, showed a frequency of infection of the streptococcal type during 24 percent of the milking time and of the staphylococcal type during 39.3 percent of the time.

In contrast, family 247, composed of a dam, four daughters and two granddaughters, were found to be infected with the streptococcal type 0.9 percent of the time and with the staphylococcal type during 10.9 percent of the milking time.

It was stated, further, that there was no significant difference in the milk and butterfat production of the two families of cows, but it did show that heredity definitely does play a part in bovine udder infection by mastitis.

This study was made by **James M. Murphy, K. O. Pfau, O. L. Lepard and J. W. Bartlett** of the N. J. Agricultural Experiment Station.

The herd of 33 registered Holstein cows owned by Pennsylvania State College recently completed a year's production test with an average of 12,953 pounds of milk and 475 pounds of butterfat per cow. The herd was led by a 5-year old, Pennsylvania Inka Anna Star, with 18,815 pounds of milk and 716 pounds of butterfat on four milkings daily.

Delegates Meet November 27-28

Program Packed with Interest for All Members

DELEGATES, members and friends of Inter-State Milk Producers' Cooperative will attend Inter-State's ninth annual meeting on November 27-28. This meeting, the 29th of organized milk producers in the Philadelphia milk shed, will be held at the Benjamin Franklin Hotel in Philadelphia.

The situation confronting milk producers throughout the area will be discussed fully, and delegates will be called upon to adopt policies for the guidance of the organization during the highly important period of reconversion from a wartime to a peacetime economy. It is generally recognized that, of all agricultural industries, the dairy industry has experienced during the war the most serious dislocations from normal practice. Reconversion will require information, understanding and the working out of a sound program.

Large Attendance Expected

The 103 locals of Inter-State will be represented by 123 delegates. In addition, the Board of Directors is encouraging a more general attendance by authorizing the payment of certain of the expenses of alternate delegates who may attend the meeting. Official action on matters brought up before the meeting will be confined to the duly elected delegates. Discussion on these matters, however, will be open to any and all members of Inter-State who may be present.

The committee in charge of arrangements and program is headed by Inter-State's vice-president, **A. R. Marvel**, of Easton, Maryland. Serving with him are **H. B. McDowell**, director, of Middletown, Delaware; and **H. E. Jamison**, secretary-treasurer. This committee has planned the program, including the banquet program and the procurement of the speaker, and is handling the many arrangements and details in connection with the meeting.

A separate session will be held for Inter-State women — the wives, mothers, daughters and sisters of members, and their friends — on Monday morning, November 27. The chairman of this committee is **Mrs. Frank Magill**, Doylestown, Pennsylvania, and serving with her on the committee are **Mrs. J. Lawson Crothers**, Northeast, Maryland; **Mrs. Charles Y. Hamp**, Lambertville, New Jersey; and **Mrs. Henry Mitchell**, Hockessin, Delaware.



Walter D. Fuller, President of Curtis Publishing Company, who will speak to banquet guests on "Our New Horizons."

The speaker at this meeting will be **Margaret K. Taylor**, educational director of the National Cooperative Milk Producers' Federation. Mrs. Taylor has had wide contacts in her work with the Federation and with women's clubs. She is very active on legislative matters and her efforts in this direction have been of untold benefit to rural people. **Evelyn Martin** will entertain with several vocal numbers.

Fuller Is Banquet Speaker

Interest in the banquet indicates another capacity crowd. The featured speaker at this event will be **Walter D. Fuller**, president of the Curtis Publishing Company, a former president of the National Association of Manufacturers and a prominent figure in business and civic affairs of the country and especially of Pennsylvania and Philadelphia. His subject will be "Our New Horizons." Toastmaster at this event will be **Dr. Kenneth Hood**, associate professor of agricultural economics extension at Pennsylvania State College. Dr. Hood has appeared on the programs at many local and district meetings of Inter-State and is well known to our members. Dinner music will be provided by a trio from the

Curtis Institute of Music, while **Elizabeth Hill**, mezzo soprano, who gave such a splendid performance at the 1943 banquet, will again appear as the vocalist.

New plans for the meeting will greatly speed the sessions. Reports of officers, the field and test department and related subjects will fill the morning program.

High-lighting the afternoon session will be the annual report of **O. H. Hoffman, Jr.**, general manager, and reports by the president of each of the five secondary market committees and by **Royden Powell**, president of the Centerville Milk Producers' Cooperative. The presidents of the secondary market committees are: **Wilmington, John D. Butler**; **Trenton, William J. Lauderdale**; **South Jersey, Willard Gardiner**; **Lancaster, Walter Herr**; and **Altoona-Huntingdon, Preston Smith**.

On the afternoon program is a 20-minute report of dairy council accomplishments by **C. I. Cohee**, president of Philadelphia Inter-State Dairy Council. The resolutions committee will introduce the resolutions and distribute copies to the delegates. New business will also be brought up at this session.

Send Resolutions Early

Resolutions submitted by locals, districts or individuals will be referred to the resolutions committee for its recommendation before being brought up for action by the delegate body. In this manner, duplicates can be eliminated or consolidated and a recommendation can be made to the delegates regarding each resolution, depending upon its appropriateness. This committee, which will meet on Saturday morning, November 25, to study and consider all resolutions, consists of **Olin S. Davis**, Golts, Maryland (a resident of Delaware) chairman, **Samuel E. Baker**, Waterside, Pennsylvania; **E. Roy McGrady**, Rising Sun, Maryland; and **Joseph E. Pettit**, Harrisonville, New Jersey. (See page 4 for procedure for handling resolutions.) Resolutions

(Please turn to page 10)

INTER-STATE MILK PRODUCERS REVIEW

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B. H. Welty, President
A. R. Marvel, Vice-President
H. E. Jamison, Secretary-Treasurer
Earl E. Warner, Assistant Secretary-Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

District

Directors 1943-44
1. A. K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R. 2
3. Wm. H. Holloway, Newark, Md.
4. J. W. Keith, Centerville, Md.
5. H. K. Martin, Goodville, Pa.
6. Furman H. Cyger, Kimberton, Pa.
7. Harris B. McDowell, Jr., Middletown, Del.
8. J. Lawson Crothers, North East, Md.
9. E. M. Crowl, Oxford, Pa.
10. W. H. Jump, Houston, Del.
11. H. B. Stewart, Huntingdon, Pa. R. 1
12. Howard W. Wickersham, Kelton, Pa.
13. C. G. Nisley, Mechanicsburg, Pa. R.D.
14. Jos. S. Briggs, Yardley, Pa.
15. John Carvel Sutton, Kennedyville, Md.
16. Kenzie S. Bagshaw, Hollidaysburg, Pa.
17. Coy E. Meakle, Everett, Pa. R. 3
18. A. R. Marvel, Easton, Md.
19. Frank C. Pettit, Woodstown, N. J.
20. B. H. Welty, Waynesboro, Pa. R. 4
21. Geo. A. Comer, McConnellsburg, Pa.
22. Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee

FIELD DEPARTMENT

C. E. Cowan, Lancaster, Pa., Ass't Director
C. Reynolds, Denton, Md., Ass't Director
E. P. Beitel, Collegeville, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
Louis F. Tomey, Easton, Md.
D. W. Winter, Plumsteadville, Pa.

SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 190.
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 8372.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Get Sept., Oct., Subsidy Checks Before Nov. 30

Milk producers in the Philadelphia area are being reminded to make application for their subsidy payments on milk produced in September and October. These applications should be on file with the county committees not later than November 30.

The rate of payment is \$.80 per hundred in all parts of the Philadelphia milk shed except in New Jersey, where the rate is \$.90 per hundred pounds. In each case the stated rate includes the additional \$.10 per hundredweight designated as drought relief.

Please observe very carefully the

final date for filing applications. Those which are filed late are rejected unless a very good reason is given for extending the time.

The Cecil County, Maryland, AAA committee chairman, **Harvey E. Simmers**, has informed us that dairymen of Cecil County may make their applications and receive their subsidy payments at the following places on the days and during the hours specified, as follows:

Bayview at Lodge Hall, November 20, 7 to 9 P.M. Rising Sun at Western Maryland Dairy, November 21 and 22, 7 A.M. to 3 P.M. Cecilton at Parish House, November 24, 9 A.M. to 4:30 P.M. Elkton AAA Office, November 27, 9 A.M. to 4:30 P.M.

A simple way to prevent secret treaties would be to employ women diplomats.



Hold Up Your End —Buy More War Bonds

The Sixth War Loan Drive is about to open. The slogan is, "Your country is still at war, are you?" Reports indicate that farm people have made a very good record in previous bond drives. It is estimated that between three and four billion dollars in war savings bonds have been purchased and saved by farm people.

This indicates two things—that farmers are supporting the war wholeheartedly with a tremendous production of food and they are investing the proceeds from the sale of their products in bonds, rather than contributing to inflation.

Not only does money put in war bonds now help prevent inflation by taking it out of immediate circulation, but it also will aid the post war reconversion when equipment and supplies, unavailable now, are again put in merchants' sales rooms.

Buy more and bigger bonds—help speed victory.

Resolutions for Meeting Should Be Mailed Early

The procedure followed the past few years in handling annual meeting resolutions has worked so smoothly that the same suggestions are being made again for the help of the resolutions committee. These procedures follow:

1. All resolutions must be in the hands of the committee by noon, Saturday, November 25.

2. Each resolution must be signed (a) if from a District or Local, by the president and secretary of that group (b) if sponsored individually, by that individual.

3. Resolutions received on time will, at the direction of the resolutions committee, be mimeographed and copies given all delegates. They will take precedence over other resolutions.

4. Resolutions received after the deadline will not be mimeographed and will be presented from the floor by the sponsor only after other resolutions are disposed of.

Publisher: "Here's a big banker who says he would like to run a newspaper for just one day."

Editor: "Yes, and wouldn't I like to run his bank just for one hour!"

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, etc., required by the Act of Congress of August 24, 1912, and March 3, 1933, of INTER-STATE MILK PRODUCERS' REVIEW, published monthly at Philadelphia, Pennsylvania, for September 26, 1944.

I, the undersigned, a notary public in and for the State and county aforesaid, personally appeared H. E. Jamison, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers' Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia 8, Pa. Editor—H. E. Jamison, 401 North Broad St., Philadelphia 8, Pa. Managing Editor—None. Business Manager—H. E. Jamison, 401 North Broad St., Philadelphia 8, Pa.

2. That the owner is Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia 8, Pa. No stockholder owns as much as one percent of the total amount of stock. President—B. H. Welty, Waynesboro, Pa. R. 4. Vice-President—A. R. Marvel, Easton, Md. Secretary-Treasurer—H. E. Jamison, 401 N. Broad St., Philadelphia 8, Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds or other securities than as so stated by him.

H. E. JAMISON, Editor.
Sworn to and subscribed before me this 2nd day of October, 1944.
G. M. Pursley,
(My commission expires Jan. 31, 1945)

Eight Dairy Topics On Federation Calendar

Pointing the direction for immediate planning in order to assure adequate prices to dairy farmers in the reconversion period, directors of the National Cooperative Milk Producers Federation called upon its membership to aid in the development of a plan of action for adoption at the Federation's annual meeting, December 6, 7 and 8.

This action was taken at a three-day special meeting of the Federation's board of directors held in mid-October. The board outlined eight matters for attention, as follows:

1. The need for an up-to-date parity formula for dairy products.

2. A direct fair price program vs. subsidies.

3. A federal price policy to stimulate butter production and give the producer of farm-separated cream a better break.

4. Surplus disposal programs.

5. The marketing agreement and orders program.

6. The part which individual farmers may play in meeting post-war strains with a more efficient dairy industry.

7. The extension of milk producer co-ops.

8. Educational and advertising programs for dairy products.

In addition to the consideration of this program, which will be the main work of the Federation's annual meeting, the Federation is also encouraging the wives of the delegates to attend the meeting. The Federation will be host to the ladies at a noon-day luncheon on the second day of the session.

Men engaged in membership relations and editorial work for dairy cooperatives will hold two special sessions during the meeting, which will be the 28th annual convention of the Federation. These sessions will be devoted to a round table work-shop discussion of the practical procedures and techniques of disseminating cooperatives' information through publications, meetings and other media.

Talking About Butter Hasn't Increased Supply

Probably no food is talked about more right now than is butter. Actually, however, it is the lack of butter which creates the conversation, and the reason for this shortage is understood by very few people. On this subject, the "Land O' Lakes News" says, editorially:

"While dairy products as a whole have been at a disadvantage with respect to price relationship to other agricultural products, the biggest



Laurence E. Spencer, Jr., of Avondale, Pa., found that haying last summer was a hot job. Pitching the feed down to the cows will keep him warm this winter, too.

disadvantage has been suffered by the producer of butterfat for the production of butter alone. Neither the price at the market nor the subsidy payments have given butter a fair shake and, therefore, farmers who are pressed for labor supply and compare the income from their efforts in the production of butterfat with that of other farm products are shifting away from the production of butterfat for butter purposes only.

"Butter today is purchased by the consumer at a price five cents per pound less than the average paid by the consumer in the peacetime years of 1921 to 1929. Such a situation in wartime when all other prices are high cannot be justified and cannot result in other than a decrease in butter production. Consumers will have to be content to accept less butterfat in cream and less butter on their tables, which is hurting both the health and strength of the nation and the farmer.

"It is time that both groups join hands in supporting a fair price deal for the producers of milk and its products. Rationing is necessary to equitably distribute what supply we have. It neither decreases nor increases the available supply but, if we want more cream and more butter, we will have to have a better return to the farmer, or more stringent rationing will have to be put into effect."

Anybody's credit is good when it comes to borrowing trouble.

It is a great art to be superior to others without letting them know it. —H. W. Shaw.

Personal Glimpses

Word has been received by Mr. and Mrs. Edwin S. Valliant of Centerville, Md., that their son, Staff Sergeant John Valliant, has been killed in action in France. Sergeant Valliant is survived by his parents, two brothers and four sisters.

Glenn C. Riley, Christiana, Pa. R. 1, passed away on October 17, 1944. Mr. Riley was at one time secretary of the Christiana Local.

Howard Sacks, Jr., Perkiomenville, Pa., was a victim of a hunting accident on November 1. It was originally feared that he would lose the sight of both eyes, but latest reports indicate that the doctors expect to save the sight of one eye.

Death, caused by shock as the result of burns, overtook Wm. S. Councill of Centerville, Md., on November 4. His clothes caught fire from burning gasoline which was ignited while stopping to light a cigarette as he was carrying gasoline to his tractor. Mr. Councill is survived by his wife, parents and seven children.

It was a happy occasion in the family of Samuel B. Huber on October 9, as Mr. and Mrs. Huber, of Lemasters, Pa., celebrated their 50th wedding anniversary at a family dinner. The event was observed at the home of their son and daughter-in-law, Mr. and Mrs. J. Lin Huber, also of Lemasters. Mr. Huber is an active member of Inter-State.

Wm. E. Pinder of Centerville, Md., age 69, died at the Eastern Hospital on November 4, after an illness of several weeks caused by paralysis. He was a resident of Queen Annes county his entire life. Surviving him are his wife, seven children, one brother and two sisters.

Top herd honors in the Queen Annes Dairy Herd Improvement Association in October were taken by the herd of Dr. James Crowl, with an average production of 812 pounds of milk, containing 39.63 pounds of butterfat. Oliver Jones' herd placed second, with 38.1 pounds of butterfat, while one of Jones' cows led in individual production, with 1609 pounds of milk, containing 88.5 pounds of butterfat.

His many friends on the Eastern Shore will be happy to learn that Harry H. Nuttle of Denton, Md., has been elected president of Southern States Cooperative.

John R. Butler, Jr., and Harvey E. Moore, both of Middletown, Del., have been elected, respectively, to the Senate and House of the Delaware Legislature. Irwin Armstrong, also of Middletown, has been elected Comptroller of New Castle County.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Sept.-Oct. | Class II Sept. | Class III Oct. | Sept. | Oct. |
|-----------------------|-------------|--------------------|----------------|----------------|---------|---------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.337 | \$3.267 | \$2.568 | \$2.538 |
| Altoona | 9 | 3.70 | 3.251 | 3.192 | 2.519 | 2.498 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.251 | 3.192 | 2.519 | 2.498 |
| State-Wide | 11 | 3.50 | 3.251 | 3.192 | 2.519 | 2.498 |
| Lancaster | 14 | 3.73 | 3.269 | 3.210 | 2.519 | 2.498 |
| Reading | 15 | 3.70 | 3.269 | 3.210 | 2.519 | 2.498 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| September | I | IA | II | III | "A" Bonus |
|------------------------------|-------|----|-------|-------|-----------|
| Cream Top Dairy | 92 | 0 | 2 | 6 | — |
| Eachus Dairy | 91 | 0 | 9 | 0 | — |
| Everett Milk & Ice Cream Co. | 43.84 | 0 | 45.23 | 10.93 | — |
| Hoffman's | 70 | 9 | 21 | 0 | — |
| Penn Cress Ice Cream Co. | 37.8 | 0 | 62.2 | 0 | — |

New Jersey

| October | Norm | Cream |
|----------------------|------|-------|
| Castanea Dairy | 100 | 0 |
| Scott-Powell Dairies | 100 | 0 |
| Supplee-Wills-Jones | 100 | 0 |

Prices Paid for 4% Milk

| Buyer | Location | Area | Sept. | Oct. |
|------------------------------|-------------------|-------|--------|--------|
| Abbotts Dairies | (N. J. Producers) | — | \$4.03 | \$4.03 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.82 | — |
| Blue Hen Farms | Wilmington, Del. | — | 3.83 | — |
| Centerville Producers Co-op | Centerville, Md. | — | 3.73 | 3.76 |
| Clover Dairy Company | Wilmington, Del. | — | 3.87 | 3.90 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.65 | — |
| Delamore Dairy | Wilmington, Del. | — | 3.85 | 3.90 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.80 | — |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10,22 | 3.30 | — |
| Fraim's Dairy | Wilmington, Del. | — | 3.91 | 3.93 |
| Greenhill Dairy | Wilmington, Del. | — | 3.85 | 3.83 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.82 | — |
| Hoffman's | Altoona, Pa. | 9 | 3.575 | — |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.80 | — |
| New York Buyers | New York Market | — | 3.80 | — |
| Penn Cress Ice Cream Co. | 201-10 mile zone | — | 3.62 | 3.62 |
| Queen Dairy | Cresson, Pa. | 9 | 3.42 | — |
| Rohrer Med O Farms Dairy | Lancaster, Pa. | 14 | 3.72 | — |
| Scott-Powell Dairies | (N. J. Producers) | — | 4.03 | 4.03 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 | — |
| Supplee-Wills-Jones | Nassau, Del. | — | 3.61 | 3.66 |
| Sylvan View Dairy | (N. J. Producers) | — | 4.03 | 4.03 |
| Tri County Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Waple Dairy | Honey Brook, Pa. | 1A | 3.81 | — |
| West End Dairy | Tyrone, Pa. | 10,22 | 3.40 | — |
| Western Maryland Dairy | Wilmington, Del. | — | 3.85 | 3.89 |
| Williamsburg Dairy | Rising Sun, Md. | — | 3.79 | 3.79 |
| | Williamsburg, Pa. | 10,22 | — | — |

Feed Price Summary—Sept., Oct., 1944

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| Ingredient | Sept. 1944 (\$ per T.) | Aug. 1944 (\$ per T.) | Sept. 1943 (\$ per T.) | % Change, Sept., 1944 compared with Sept. 1943 | Aug. 1944 (\$ per T.) | Sept. 1943 (\$ per T.) | % Change, Sept., 1944 compared with Aug. 1944 |
|------------------------|------------------------|------------------------|------------------------|--|------------------------|------------------------|--|
| Wheat Bran | 49.80 | 51.50 | 50.50 | - 3.30 | — | — | — |
| 16% Mixed Dairy Ration | 61.11 | 60.20 | 56.26 | +1.51 | — | — | — |
| 24% | 63.00 | 63.67 | 61.25 | - 1.05 | — | — | — |
| Ingredient | Oct. 1944 (\$ per T.) | Sept. 1944 (\$ per T.) | Oct. 1943 (\$ per T.) | % Change, October, 1944 compared with Sept. 1944 | Sept. 1944 (\$ per T.) | Oct. 1943 (\$ per T.) | % Change, October, 1944 compared with Sept. 1944 |
| Wheat Bran | 50.53 | 49.80 | 51.67 | +1.47 | — | — | — |
| 16% Mixed Dairy Ration | 58.45 | 61.11 | 56.79 | - 4.35 | — | — | — |
| 24% | 63.67 | 63.00 | 58.50 | +1.06 | — | — | — |

"Anything wrong, madam?"
"Yes, this spaghetti's too stringy."
"Sorry, madam, would you mind trying it with your veil off?"

Some men criticize the girls who wear revealing garments—but ignore those who don't.

—Fort Erie Times-Review

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| September | \$3.93 | \$3.174 |
| October | 3.93 | 3.128 |
| November | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| September | \$3.83 | \$2.67 |
| October | 3.83 | 2.67 |
| November | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Prices of *Cream & Dry Skimmilk
September \$24.950 12.2594¢
October 24.750 11.9599¢
*Per 40-quart can of 40 percent cream.
†Per pound of roller process dry skimmilk each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75¢ per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers August, 1944

| Dairy | Grade "A" & Premium | Grade "B" |
|-------------------------|---------------------|-----------|
| Abbotts Dairy | \$4.20 | \$3.80 |
| Arrowhead Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.086 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairies | 4.018 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.174 | 3.83 |
| N. J. Milk Products Co. | 3.938 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.186 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | 4.23 | 3.70 |
| Trenton Dairy | 4.23 | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

There was a little dope
With a fat pay envelope
And she spent every cent that was in it.
And she wondered, bye and bye,
Why the prices rose so high—
But she didn't blame herself for a minute.

—Berton Braley.

Prices 4% Milk, Sept. and Oct.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during September and October, 1944.

| Handler | Plant Location | Location Differential | Sept. Price | Oct. Price | Handler | Plant Location | Location Differential | Sept. Price | Oct. Price |
|----------------------------|-----------------------|-----------------------|-------------|------------|-------------------------|--------------------|-----------------------|-------------|------------|
| Market Average | f.o.b. Philadelphia | — | \$3.899 | \$3.943 | Rosenberger's Dairies | Hatfield, Pa. | 13 | 3.741 | \$3.635 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.940a | \$3.990 | Schillinger's Dairies | Philadelphia, Pa. | — | \$3.979 | 4.004 |
| " " | Coudersport, Pa. | 402 | 3.508 | 3.558 | Scott-Powell Dairies | Philadelphia, Pa. | — | 3.884 | 3.918 |
| " " | Curryville, Pa. | 339 | 3.571 | 3.681 | " " | Ardmore, Pa. | — | 3.884 | 3.918 |
| " " | Easton, Md. | 283 | 3.627 | 3.737 | " " | Biglerville, Pa. | 283 | 3.571 | 3.612 |
| " " | Goshen, Pa. | 241 | 3.669 | 3.719 | " " | Clayton, Del. | 241 | 3.613 | 3.647 |
| " " | Oxford, Pa. | 227 | 3.683 | 3.733 | " " | Fairdale, Pa. | 318 | 3.536 | 3.570 |
| " " | Port Allegheeny, Pa. | 416 | 3.494 | 3.544 | " " | New Holland, Pa. | 234 | 3.620 | 3.654 |
| " " | Spring Creek, Pa. | 451 | 3.459 | 3.509 | " " | Snow Hill, Md. | 304 | 3.550 | 3.584 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.939 | 3.984 | " " | York Springs, Pa. | 276 | 3.578 | 3.619 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.881 | 3.948 | Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.561 | 3.682 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.785 | 3.807 | " " | Center Port, Pa. | 248 | 3.283 | 3.404 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.750 | 3.805 | Suburban Dairies | Manoa, Pa. | — | 4.094 | 4.110 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.855 | 3.864 | Supplee-Wills-Jones (b) | Philadelphia, Pa. | — | 3.909 | 3.955 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.884 | 3.943 | " " | Bedford, Pa. | 332 | 3.547 | 3.593 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.976 | 3.969 | " " | Chambersburg, Pa. | 297 | 3.650 | 3.650 |
| " " | Richlandtown, Pa. | 227 | 3.749 | 3.712 | " " | Hagerstown, Md. | 304 | 3.650 | 3.650 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 4.005 | 3.999 | " " | Harrington, Del. | 262 | 3.617 | 3.663 |
| Brown's Dairy | Glenside, Pa. | 07 | 3.920 | 3.850 | " " | Huntingdon, Pa. | 332 | 3.547 | 3.593 |
| Bucks Co. Farms Dairies | Morrisville, Pa. | 22 | 3.703 | 3.731 | " " | Leaman Place, Pa. | 234 | 3.645 | 3.691 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 3.947 | 4.040 | " " | Lewistown, Pa. | 311 | 3.568 | 3.614 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.863 | 3.876 | " " | Mercersburg, Pa. | 311 | 3.568 | 3.614 |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.568 | 3.695 | " " | Mt. Pleasant, Del. | 227 | 3.652 | 3.698 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.960 | 3.960 | " " | Princess Anne, Md. | 297 | 3.582 | 3.628 |
| Crystle, Wm. H. Dairy | Chester, Pa. | 07 | 3.844 | 3.917 | " " | Towson, Del. | 234 | 3.645 | 3.691 |
| Darlington Bros. | Darlington, Pa. | 09 | 3.954 | 3.930 | " " | Worton, Md. | 255 | 3.624 | 3.670 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.866 | 3.896 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.890 | 3.839 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.588 | 3.622 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.910 | 3.913 |
| Engel Dairy | Philadelphia, Pa. | — | 3.993 | 4.008 | Taylor's Dairy | Jenkintown, Pa. | — | 3.896 | 4.047 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.916 | 4.034 | Turner & Wescott | Glenroy, Pa. | 234 | 3.700 | 3.750 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.919 | 3.979 | Walnut Farms Dairy | Philadelphia, Pa. | — | 4.005 | 3.986 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.647 | 3.680 | Warners Dairy | Berwyn, Pa. | 09 | 3.890 | 3.908 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.766 | 3.801 | Wawa Dairy Farms | Wawa, Pa. | 09 | 3.832 | 3.882 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.939 | 3.972 | Willow Ridge Farm | Hatboro, Pa. | 09 | 3.881 | 3.950 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.819 | 3.823 | Wissahickon Dairy | Conshohocken, Pa. | 07 | 3.842 | 3.714 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 4.051 | 4.045 | Witchwood Dairy | Spring House, Pa. | 11 | 3.951 | 3.941 |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.626 | 3.629 | | | | | |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 3.982 | 4.008 | | | | | |
| Grubbs Dairies | Media, Pa. | 07 | 3.939 | 3.988 | | | | | |
| Hamilton Dairies | Philadelphia, Pa. | — | 4.007 | 3.982 | | | | | |
| Hansell, A. R. | Mainland, Pa. | 11 | 3.815 | 3.858 | | | | | |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.705 | 3.748 | | | | | |
| " " | Philadelphia, Pa. | — | 3.889 | 3.949 | | | | | |
| " " | Brandtsville, Pa. | 276 | 3.583 | 3.643 | | | | | |
| " " | Byers, Pa. | 22 | 3.639 | 3.699 | | | | | |
| " " | Carlisle, Md. | 276 | 3.583 | 3.643 | | | | | |
| " " | Hurlock, Md. | 283 | 3.576 | 3.636 | | | | | |
| " " | Massey, Md. | 241 | 3.618 | 3.678 | | | | | |
| " " | Millville, Pa. | 332 | 3.527 | 3.587 | | | | | |
| " " | Sudlersville, Md. | 248 | 3.611 | 3.671 | | | | | |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.906 | 3.835 | | | | | |
| " " | Boiling Springs, Pa. | 276 | 3.600 | 3.529 | | | | | |
| Hill Crest Farm | Eddington, Pa. | 09 | 3.980 | 4.000 | | | | | |
| Holiday Dairy | Norristown, Pa. | 11 | 3.812 | 3.834 | | | | | |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.864 | 3.958 | | | | | |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.910 | 3.967 | | | | | |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.757 | 3.900 | | | | | |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 3.991 | 4.005 | | | | | |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.762 | 3.879 | | | | | |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | x4.340 | x4.300 | | | | | |
| Marmar, John | Bryn Mawr, Pa. | — | 3.920 | 4.007 | | | | | |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.892 | 3.961 | | | | | |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.904 | 3.854 | | | | | |
| Meyers Dairies | Amble, Pa. | 09 | 3.811 | 3.836 | | | | | |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.943 | 4.007 | | | | | |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.965 | 4.006 | | | | | |
| Montg-Berk Dairy Co. | Boyertown, Pa. | 227 | 3.589 | 3.615 | | | | | |
| Nelson Dairies | Norristown, Pa. | 09 | 3.747 | 3.809 | | | | | |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.918 | 4.169 | | | | | |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.785 | 3.820 | | | | | |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.904 | 3.995 | | | | | |
| Penn-Reed Milk Co. | Belleville, Pa. | 318 | 3.476 | 3.548 | | | | | |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.879 | 3.972 | | | | | |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.920 | 3.942 | | | | | |

MARKET SUMMARY

| | Oct. '43 | Sept. '44 | Oct. '44 |
|---------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.317 | 3.294 | 3.248 |
| Weighted average price | 3.979 | 3.899 | 3.943 |
| Class I, pounds | 61,669,448 | 70,159,720 | 69,091,863 |
| Class II, pounds | 3,932,829 | 6,883,037 | 4,858,806 |
| Total pounds | 65,602,277 | 77,042,757 | 73,950,669 |
| Class I, percent | 94.01 | 91.07 | 93.43 |
| Class II, percent | 5.99 | 8.93 | 6.57 |
| Average butterfat test, % | 4.13049 | 3.88732 | 4.04233 |
| Number of producers | 9,593 | 9,647 | 9,616 |
| Pounds per day per farm | 221 | 266 | 248 |
| Value 4% basis | \$2,410,100.82 | \$3,003,635.02 | \$2,915,967.78 |

Secondary Markets

Wilmington

Local meetings have been completed in the Wilmington area, with the election of local officers and delegates, as follows:

Newark

President—Fred B. Martenis
Vice-President—Wilson T. Pierson
Secretary-Treas.—Wm. H. Naudain
Delegate—Norman T. Dempsey
Delegate—Wilson T. Pierson

Kirkwood

President—Norman E. Ford
Vice-President—Harold Wink
Sec'y.-Treas.—Chas. B. Moore
Delegate—Norman E. Ford

Middletown

President—Chas. S. Ellison, Jr.
Vice-President—John R. Butler
Sec'y.-Treas.—Victor P. Kohl
Delegate—B. H. Moore, Jr.
Delegate—Harry Seemans

Towson

President—Wm. Price, III
Vice-President—M. Earle Davis
Sec'y.-Treas.—H. B. McDowell, Jr.
Delegate—Joseph C. Jarrell

An excellent attendance from this area is anticipated at the annual delegate meeting of Inter-State, to be held November 27-28. One of the features of this meeting will be a report of the work of the Wilmington Inter-State Milk Market by John R. Butler, chairman of the Wilmington committee.

South Jersey

Officers and delegates elected by locals in the South Jersey area are as follows:

Bridgeton

President—Wm. R. Lawrence
Vice-President—Percy D. Fogg
Secretary-Treas.—Chester S. Bonham
Delegate—Percy D. Fogg

Deerfield Street

President—Belford P. Moore
Vice-President—Carll Coleman
Sec'y.-Treas.—John M. Johnson
Delegate—Carll Coleman

Salem

President—L. Dewey Elwell
Vice-President—Edward B. Fogg
Sec'y.-Treas.—Thomas C. Counsellor
Delegate—Cyrus L. Harris
Delegate—Lewis Stevenson

Mullica Hill

President—Herbert W. Kincaid
Vice-President—John G. Magin
Sec'y.-Treas.—George W. Borden
Delegate—Walter H. Davis

Burlington County

President—E. B. Phillips
Vice-President—C. Lester Jones
Secretary—Clarence A. Adams
Treasurer—Lyman A. Hornor
Delegate—B. H. Allen

Woodstown

President—E. Russell Hiles
Vice-President—Joseph C. Pettit
Sec'y.-Treas.—Alvin String
Delegate—Ellwood Robinson
Delegate—Morris Patrick

The newly-elected Advisory Committee for the South Jersey Inter-State Milk Market meets at Woodstown on November 21, to elect the South Jersey Market Committee for the coming year. The president elected at that meeting will give a report for the South Jersey market at the annual delegate meeting of the Cooperative.

Trenton

The Trenton marketing committee met on October 17 at a dinner meeting with the entire advisory committee present and also officers and delegates of locals from areas supplying Trenton with milk. Plans were made for the local meetings and were discussed for a district dinner meeting to be held in December.

Market conditions in the Trenton area are quite sound at the present time. Production is much greater than was expected earlier, the supply being in good shape. In addition, several new shippers have been secured for the market.

Are You a 25-Year Member? If So, Send in Form Below

We announced in the October REVIEW that Inter-State plans to give special recognition to members with twenty-five years' continuous membership in the old Association and the present Cooperative. A goodly number of reports have come in from members, stating that they have such a membership record.

We are reprinting herewith a blank on which members may report their status. If you have such a record, or if there has been a continuous membership in your family for this length of time, please fill out this blank and send it in, giving the necessary details. This will tremendously speed up and simplify the office work in connection with the records.

We have been active members and have sold our milk through Inter-State Milk Producers Association and Inter-State Milk Producers Cooperative continuously since January 1, 1920, or before.

In my own name..... ☐
In my father's name, then my own name, or both ☐
In my husband's name, then my own name, or both ☐
In some other series of names within the family ☐
(full explanation of which is attached)

Signature of member.....

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during October, 1944.

| | |
|-------------------------------|------|
| Farm Calls..... | 1028 |
| Non-Farm Calls..... | 249 |
| Butterfat Tests..... | 3880 |
| Plants Investigated..... | 59 |
| Herd Samples Tested..... | 222 |
| Brom Thymol Tests..... | 504 |
| Microscopic Tests..... | 174 |
| Membership Solicitations..... | 215 |
| New Members Signed..... | 44 |
| Meetings..... | 49 |
| Attendance..... | 1333 |

Farm's Earning Capacity True Measure of Value

Farmers are warned by Dr. W. E. Keepper, agricultural economist at Pennsylvania State College, to judge farm land values by the long-time earning capacity of the land, and not to be deluded by present war-time returns from the land.

He pointed out that in 1920 the returns from about 100 ten-gallon cans of milk would pay the interest on a \$4,000 mortgage and the real estate taxes on a 100-acre Pennsylvania farm, but by 1933 about 250 cans were required for making the same payments.

He states, further, "Purchasers of farm lands at present should use caution and judgment. Farm prices are rising because farm incomes have improved on account of favorable prices and favorable weather, and because townspeople are buying farms for investment. As a result of shortages of farm labor and equipment, many older farmers are being induced to sell at high rates. Occasionally, land of low productivity is being purchased by those who fail to realize that present prices of farm products may not continue."

Farmer: "I thought you said you were going to plow that field?"

Hired Hand: "No, I just said I was thinking about plowing it."

Farmer: "Oh, I see, you were just turning it over in your mind!"

"All the World's a Stage"

Presenting a Formula for Mixing Greasepaint and Milk

ONE of the most pronounced characteristics of the animal called a "human" is its tendency to pretend that it is something it isn't. At age three, it begins to amuse itself by pretending it is a dog—or, if particularly precocious, a tiger. At age five, the female of the species plays "dress-ups" and the male terrorizes the neighborhood with "cops and robbers"—or more frequently with its modernized version, "commandos and Japs."

It is this same weakness for make-believe that has kept Halloween a popular celebration for both young and old—that has developed the motion picture into one of our biggest industries—and that makes Mr. and Mrs. America join anything that will give them a chance to wear a uniform.

And it is this same love of pretending that has been helping the Dairy Council do its job for so many years. Knowing that the tendency manifests itself most strongly at the age of ten or thereabouts, the Dramatic Department set out those many years ago to deliver, prepaid, some ready-made make-believe to the elementary school children of these parts.

As a result, thousands of youngsters have had the thrill of acting in Dairy Council plays, and millions more have had almost as big a thrill watching them. What is most important from a practical standpoint, the costume trunk has become our most effective aid in telling our story—on the basis of both the number of ears reached and the impression left on the owners of those ears.

Looking back over previous issues of the REVIEW, we find that we have been a little lax in keeping you advised of the doings in this very important field. One of the evidences of its importance, incidentally, is the number of persons who devote themselves to it. Six of our talented young ladies spend a good bit of their time casting, rehearsing and presenting plays; two of our office staff put in many a brain-busting hour making bookings, preparing schedules and juggling itineraries; and several part-time workers render a valuable service as accompanists. Add to this the writing of new material, the preparation of scripts, and the making, repairing and laundering of costumes—and you can see that a goodly amount of time and effort are required to keep this one phase of

operations functioning.

We think the attention it gets is justified, simply because of the already stated fact that it is the best way we've found yet of reaching those very important people—the kids. And you'd have no doubt about the fact that we do reach them if you could attend a performance sometime and see the rapt attention and spontaneous response of those young audiences.

Youngsters—just like oldsters—are more inclined to listen to one of their own kind than to someone on a different level, be it social or mental. A ten-year-old in an audience will invariably give his full attention to a ten-year-old on the stage, if only to see if he could do the job better. So, with the exception of the young lady in charge, Dairy Council plays are by the children and for the children.

Here's a quick look at the way a play gets to be a play: One of our dramatic staff calls at a school by appointment and proceeds, with the help of the teacher involved, to select a cast from the student body. (A key part is always written in for Miss Dairy Council to keep things together) She leaves scripts for the youthful thespians with the request that they know their parts when she returns. Which she does in a week or two, finding—if she's lucky—that a fair percentage of the cast know a fair percentage of their lines.

Then come rehearsals of an hour a day for three or four days—the number varying with the play. These rehearsals are usually held on the first few days of the week and the performance given on Friday. It is a constant source of wonder to those of us who simply observe that a bunch of untrained and often pretty unmanageable young'uns can be thoroughly coached on lines, stage action, cues and timing, taught a complete dance routine, costumed and presented in a better than average amateur performance—all in four short rehearsals.

But that's what happens—because come



Scenes from two Dairy Council plays, "A Pioneer Garden," above, and "The Little Canteen," below, with school children in costumes furnished by the Council filling all parts.

Friday, the show goes on, and it goes on to the great enjoyment of the children who watch, the children who act, and the teachers "who know that here is a worthwhile story that is being planted painlessly but deeply in the minds of their pupils."

What is the story? Well, it varies in locale but never in purpose. It is the story of good living—of health in action—of what to eat and why—all dressed up in gay colors and sparkling rhythms. The place may be old Ireland, as it is in "Widow Malone and the Blarney Stone"—or it may be "A Garden in Sweden," as it was in a play by that name; but you may be sure that the characters, be they Irish, Swedish or Chinese, will see to it that the facts are made vocal regarding the virtues of fresh fruit, green vegetables and milk.

Yes, milk does seem, for some reason, to make an appearance as a member of every cast. Examine as evidence the two pictures appearing above, which show scenes from two of the current plays. In the first, taken from "A Pioneer Garden," a pitcher of milk passes between the mother of a colonial family and a friendly Indian, in place of the less appetizing pipe of peace. Moving from the first chapter of American history to the last (as of now)—"The Little Canteen" serves its young service men and women an apple and a bottle of milk much to the delight of the cast and the envy of the audience.

And so it goes—a design for living woven into a multicolored fabric, fashioned to catch the fancy of youth. A whole article could be written—and probably will, some month soon—about the talented young ladies who handle this difficult work, and just how they go about performing that production miracle we mentioned above. Meanwhile we wanted you to know that the show still goes on—and that any time you and the Missus want to take it in, there are "two on the aisle" waiting for you.

CALL TO MEETING Philadelphia Inter-State Dairy Council

A meeting of the Board of Directors of the Philadelphia Inter-State Dairy Council will be held Tuesday, November 28th, at 2:00 P.M., in the Benjamin Franklin Hotel, Philadelphia, Pa.,—for the purpose of electing officers and the transaction of such other business as may be brought before the meeting.

(Signed) E. G. LECHNER, *Secretary*

"Managed Milking" Gains, Extensive Tests Show Advantages

THE newly developed fast or managed milking process is winning a lot of converts. This method was discussed in detail at the Dairymen's Field Day at Locust Grove Farms, Gloucester county, N. J., on October 20, by **Dr. Geo. E. Taylor**, extension dairyman of Rutgers University.

Dr. Taylor outlined the advantages of this procedure, with the statement that "Dairymen who have tried the improved method of milking report that it requires less labor, stimulates production slightly, reduces the time required for stripping and improves udder health."

He outlined the important steps in the fast or managed milking program as follows:

1. Adopt and adhere to a regular milking routine and start milking at approximately the same time night and morning.
 2. Have all equipment in readiness for use before starting to milk in order to avoid all undue delay.
 3. Properly prepare each cow's udder just prior to milking by washing and massaging the udder with chlorinated water (250 to 350 parts of chlorine per million) heated to 120 to 130° F.
 4. Remove a few streams of milk from each quarter into a strip cup.
 5. Immediately place the machine on each cow after washing the udder and using the strip cup.
 6. Examine and massage each quarter just before milking is completed, pulling down on the teat cups at the same time.
 7. After stripping is completed, dip the ends of teats in chlorine water (200 parts per million) which is discarded after use on each cow.
- In order that this program operates smoothly, it was recommended, further, that cows with any udder trouble be placed at the end of the line and that slow or irregular milkers also be placed at the end of the line. It has been Dr. Taylor's observation that most cows respond to the new method promptly and with little difficulty.

We have just received a leaflet from Pennsylvania State College Agricultural Extension Service setting forth in detail the procedure to be followed in managed milking and other suggestions in connection therewith. The leaflet is well illustrated. It is leaflet No. 110, entitled "Managed Milking."

Five Major Essentials For Producing Good Milk

There are five essentials in the production of high quality milk, declares **I. E. Parkin**, extension specialist in dairying at Pennsylvania State College, pointing out that first and of major importance is the dairyman himself.

The other four essentials he lists as: the cow, milking methods, utensils, and care of milk.

With emphasis on cleanliness, he says that any individual handling milk needs to be clean in his habits and person. Unless the milk handler is conscious of sanitary practices and considers the public health, he should not produce milk, the specialist insists. Good dairymen, he says, put into practice the other four essentials of milk production.

To produce high quality milk, cows must be healthy and housed under ideal environment and fed properly. To eliminate off-flavors in milk, cows should be fed after milking and barns be properly ventilated.

In milking, consideration must be given to cleanliness of the cow—

Mrs. I. L. Henneberger, Shady Grove, Pa., waits in the doorway of the barn for the cows to return at milking time.



the cow's flanks, bellies, and udders clipped. The general environment needs to be clean and care exercised in preparing the cows for milking. Fore streams must be eliminated and sound sanitary milking practices used.

Milk utensils should be sterilized in a chlorine solution prior to use. Immediately after use they should be thoroughly rinsed in luke-warm water. The rinse should be followed by washing the utensils with suitable brushes in an alkaline solution and then immediately rinsing with hot water. The clean utensils should be stored in a clean, dry milk house.

All five essentials must be coordinated to produce high quality milk. To these sanitary practices prompt and proper cooling of the milk must be added. So dairymen are reminded to be sure to cool the milk to below 50 degrees F.

Delegates Meet Nov. 27-28

(Continued from page 3)

received too late for this committee's Saturday meeting will not be passed on by the committee but will be read to the delegate body, while those recommended by the committee will be presented to the delegates in mimeographed form for their study.

Delegates, members and friends of Inter-State who have not yet made hotel reservations should do so at the earliest possible moment. Hotel rooms are very scarce and advance reservations are a "must" in order to be sure of accommodations.

Banquet tickets should also be ordered in advance. Doing so will enable those in charge to inform the hotel in good time as to the probable number for which food must be provided. This is a very critical problem in hotel management under rationing and wartime food scarcities. Furthermore, the early purchase of banquet tickets will enable the committee to make more satisfactory seating arrangements.

Many a man thinks he has an open mind when it is merely vacant.

Dairy Story Short-Waved To Boys Overseas

The Dairy Story is being rebroadcast by the office of war information (OWI) to American fighting men and our allies overseas. Picked as one of America's outstanding radio programs, "The Voice of the Dairy Farmer," sponsored by the American Dairy Association, has been given this honor.

It is one of the programs chosen to help keep the world "informed of the production capacity and strength of the United States" and "the important place dairy farming plays in America today."

The ADA programs have been short-waved by OWI not only to Europe but to South Africa; they may be beamed to the Pacific area, including Australia and New Zealand; and they are being recommended for translation into foreign languages.

OWI stressed that broadcasts on agricultural topics "add up to an effective information job in getting across the message of American farmers to farmers of the world."

One of the programs utilized highlighted the program's praise of the American farmer "as one of the war's unsung heroes," who "during the last three years has known no hours, laboring far into the night."

"He has given his sons to the war effort," this broadcast said. "He has invested in war bonds. He has raised the food-stuffs to back up our boys on the fighting front."

This program features **Everett Mitchell** and **Clifton Utley**. The sponsor, American Dairy Association, is a producer supported agency, which has been operated for several years for the express purpose of promoting the use of dairy products and informing the general public of the problems of dairymen the country over.

Three Short Courses at Penn State College

More efficient farming is the theme of three short courses in agriculture to be offered by the School of Agriculture at Pennsylvania State College this winter.

A four-week course in general agriculture will be given January 3-31. Two other four-week courses, one in animal husbandry and another in dairy farming, will run from January 31 to February 28.

Requests for information regarding these courses should be addressed to **A. L. Beam**, Director of Agricultural Short Courses, Dairy Building, State College, Pa.

All gardeners know better than other gardeners.



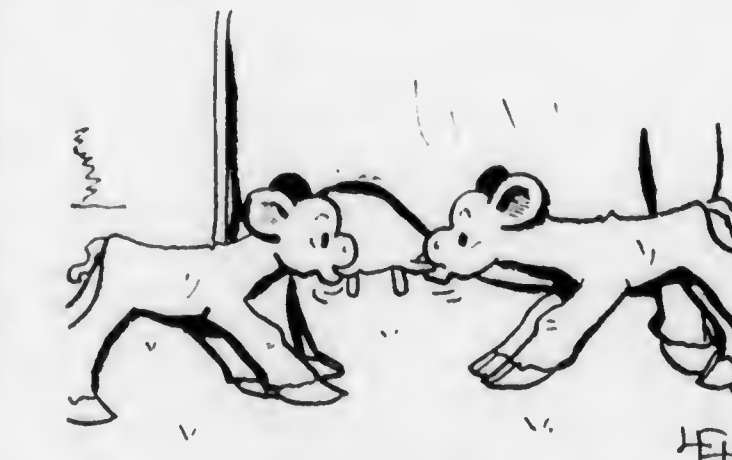
Betty McNiss of Lincoln University sent us this picture of her friends, Vera and Donnie Mellinger and their dog Teddy, taken while visiting the McNiss farm.

Surplus Property Act Protects Current Prices

With the passage by Congress on September 19 of the surplus property disposal act, there were enacted provisions sponsored by the National Cooperative Milk Producers' Federation to protect market prices of dairy products and other agricultural commodities against declines which might result from the unrestricted dumping of surplus government stocks on the domestic market.

"Previously existing statutes," pointed out **Charles W. Holman**, Federation secretary, "protect raw and processed agricultural products only to the extent of 90 percent of parity for two years after the cessation of hostilities. Without a prohibition against dumping surplus supplies at less than prevailing prices, there would exist the immediate and continuing probability of a break from current levels to the 90 per cent figure. Such a break, in the case of dairy products, would mean a 36 percent decline in milk prices and a 33 percent drop in butter prices—a loss that might total, on an annual basis, some \$1,200,000,000."

G.I.: "Good evening, honey, we're going to have a swell time tonight. I've got three tickets for the show; one for your mother, one for your brother, and one for the old man."



"Do you suppose we ought to tip her for this meal?"

Cooperative Institute To Be Re-established

Plans are now under way to renew the work of the American Institute of Cooperation, which has been inactive during the war period because of transportation difficulties. This Institute is strictly an educational organization, established for the purpose of providing a clearing house on cooperative ideas, programs and principles.

The policy of the organization has been to hold, once a year, a series of meetings extending over a week's period, at which cooperative leaders, educators and government officials have headlined the programs. These have been held, in past years, on the campus of agricultural colleges and universities and, with few exceptions, have been held at different institutions each year.

The trustees of the Institute met in Chicago in mid-September and named **W. I. Myers**, dean of the College of Agriculture, Cornell University, as chairman of this board, with **Homer L. Brinkley**, Lake Charles, La., president of the National Council of Farmer Cooperatives, as its vice-chairman. The names appearing on the board of trustees are those of men of national reputation.

Fires Hit 40,000 Barns

More than 40,000 barns and other farm buildings were damaged or destroyed by fire last year, says the National Fire Protection Association. Most of these fires could have been prevented with ordinary precautions, the NFPA emphasizes.

Farmers who plan to use fertilizer in 1945 should place their orders as soon as possible, says **J. B. R. Dickey**, Extension Agronomist of Pennsylvania State College. He urges also that arrangements be made to accept delivery whenever the fertilizer can be obtained. Early delivery will relieve warehouse congestion and avoid possible disappointment should transportation be tied up during the rush spring season.

A motorist in England who had a 50-gallon tank of gas in reserve when rationing was introduced, consulted a friend as to what to do about it.

"Bury it, my dear fellow," was the reply.

Accordingly, he gave his gardener instructions next day to dig a hole for it in a secluded spot.

After a time the gardener returned.

"I've buried the gas," he said. "What do you want done with the tank?"

Filled Milk Convictions Upheld by Supreme Court

FILLED milk — "indistinguishable by the ordinary consumer from processed natural milk"—is subject to the interstate commerce restrictions of the Federal Filled Milk Act, it was unanimously ruled November 6 by the United States Supreme Court in a decision read by Associate Justice Stanley Reed upholding lower court criminal convictions of the Carolene Products Company and two of its officials. The Court also confirmed a Kansas Supreme Court decision barring milk products of the company from sale in that state.

The decision climaxes a long fight by the National Cooperative Milk Producers Federation in supporting government efforts to suppress the filled milk traffic, stated Charles W. Holman, secretary. Although not appearing in the two present cases, the Federation has continuously fought for the principles involved in the Filled Milk Act, and was instrumental in its enactment in 1923. The Court decision also casts an apparent shadow of doubt over the fate of other imitation dairy products.

The products under question and barred from interstate commerce were manufactured from skim milk with the addition of vegetable and fish liver oils to provide vitamins A and D. The cans were truthfully labeled to show the trade names and ingredients. The manufacturers had argued that since the passage of the Filled Milk Act in 1923, the technique of fortifications of foods with vitamins A and D had advanced to the point where the fortified compounds were equally valuable to whole milk products.

The Court held that although considerations of vitamin deficiency were one cause for the enactment of

the Act, they were not the sole reason for its passage.

"A second reason," it was stated, "was that the compounds lend themselves readily to substitution for or confusion with milk products. Although, so far as the record shows, filled milk compounds as enriched are equally wholesome and nutritious as milk with the same content of calories and vitamins, they are artificial or manufactured foods which are cheaper to produce than similar whole milk products. When compounded and canned, whether enriched or not, they are indistinguishable by the ordinary consumer from processed natural milk. The purchaser of these compounds does not get evaporated milk. This situation has not changed since the enactment of the act."

This Supreme Court decision comes at an especially opportune time for the dairy industry. Just recently markets in the Mid-West have had to contend with a new concoction—filled cream—a blood brother of filled milk, which was the product involved in this Supreme Court decision. This was put on the market for use for almost any consumer purpose for which cream is used. It is a product made by injecting vegetable or fish oils into skim milk or evaporated skim milk under a process that would make it resemble cream in looks and consistency.

The exact effect of this decision on the "filled cream" deception cannot be determined at this time.

"What are seasoned troops?"

"Oh, they are mustered by the sergeant and peppered by the enemy."

REQUEST FOR ROOM RESERVATION

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia 8, Pa.

Please reserve room accommodations at the Benjamin Franklin Hotel for the annual meeting, \$5.00 (for two) room with double bed ☐ \$6.00 (for two) room with twin beds ☐ \$3.50 single room ☐

Rooms are scarce—double up if you can! If you have no roommate, may we assign one to you? Yes ☐ No ☐

Check day of arrival—Nov. 26th ☐ Nov. 27th ☐

Number in party _____ Number rooms desired _____

Name _____

Address _____

IMPORTANT—Make Reservations by Return Mail

1945 Farm Census To Include Broad Survey

A nation-wide census of agriculture will be taken in 1945. This census will continue the policy established early this century, whereby a new census of agriculture has been taken mid-way between the regular census periods. It is planned to obtain a complete report on every farm of the country, showing the type of ownership and operation, the crops grown, livestock raised; other products produced and sold from the farm and such other factors as types of farm equipment, including running water, electricity, possession of telephone, radio and other appliances.

This census will also endeavor to obtain a comprehensive picture of the country's farm labor force and its yearly cost. This will include hired labor and labor of the farm family, including the operator.

The census enumerators will start their work early in January and will continue until completed, with April 1 the deadline. The country has been divided into seven regions for the purpose of this census, with New England, the north Atlantic and north-east central states included as region one.

State Meeting Will Set New Jersey Farm Goals

Representatives of New Jersey farm groups and agencies will meet at Trenton, December 11 and 12, to establish 1945 crop and livestock production goals for New Jersey, according to an announcement by H. Earl Propst, State AAA secretary.

Suggestions drawn up by the War Food Administration on the basis of prospective requirements for food and fiber production in 1945 will be presented to the meeting as a guide in fixing next year's goals. Propst said. WFA representatives will explain the outlook for 1945 requirements and will discuss also such production factors as labor, fertilizer and machinery. Government price support announcements covering each commodity will also be given.

A new experiment is being tried in the disposal of surplus government supplies, with certain of these goods being offered at auction. The first such auction was held at Ashland, Ohio, on September 8 and was considered highly satisfactory. It is reported that other similar auctions will be held in different parts of the country from time to time.

Are you worried or single?
—Ed Wynn.

AMA "Seal of Approval" Taken Away From Oleo

WORD has been received through the National Cooperative Milk Producers' Federation that the Council on Foods of the American Medical Association doubts the adequacy of present standards for vitamin-fortified oleomargarine.

"In its announcement that its seal of acceptance will no longer appear on brands of fortified oleo," Charles W. Holman, secretary of the Federation, pointed out, "the Council significantly admits that 'recent surveys indicate a higher average value for butter' than the standard vitamin A content of fortified oleo."

"A previous American Medical Association report stated that 'Since the nutritional factors have not all been identified and since butter contributes numerous additional fatty acids of unknown nutritional significance, the consuming public has a right to demand that the practice of clearly distinguishing between margarine and butter so that everyone can recognize them be continued.'"

"Those who advocate lifting the revenue tax on colored oleo," continued Holman, "contend that oleo is a good product in its own right and that it is unfair to low income groups to tax such a product. The dairymen's answer is that when oleo is fortified and colored to simulate butter; it is an imitation food. As such it is subject to controls to protect both consumers and the product which it seeks to imitate."

"Dairymen have no desire to penalize low-income consumers. If the oleo consumption of an individual consumer is 20 pounds a year—about 20 percent more than the average pre-war consumption of butter—his tax on uncolored oleo is only five cents a year."

Pure Milk magazine, published by Pure Milk Association of Chicago, tells about an advertisement headed "Colored Margarine Now on Sale" which urged consumers to buy this product because "If you use this factory colored oleo, you won't care how short the supply of butter is, because you can hardly note the difference."

Herein lies the crux of oleo legislation. Those words "you can hardly note the difference," emphasize that oleo is trying to pose as something it isn't—butter.

It would seem that the oleo people are wanting to make it just as easy as possible to impose upon the public by pushing something off on them that "seems to be" about as good. Oleo is not as good as butter as proven by rats used in

scientific tests which, when given a free choice, took butter every time. They do not read the ads.

Farm Group Invited To Food Conferences

A series of monthly meetings has been inaugurated by war food administrator, Marvin Jones, and price administrator, Chester Bowles, to discuss current and prospective developments in price control, production requirements, price supports and post-war adjustments. Representatives of the principal national farm organizations have been invited to participate in these meetings, the first of which was held on November 2.

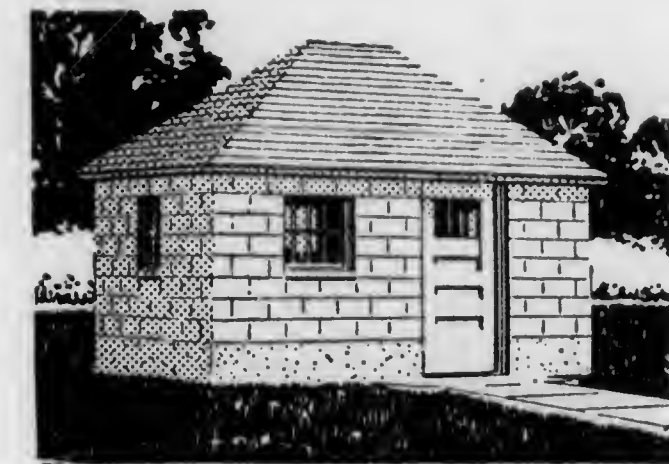
Included in the farm groups invited to participate are the National Cooperative Milk Producers Federation, the National Grange, the National Council of Farmers' Cooperatives, the American Farm Bureau Federation and the National Farmers' Union.

Rastus was walking with his friend along a country road, and as he walked he amused himself by flicking the hornets from off the flowers in his path with the end of his cane.

Suddenly they came upon a huge nest. "Now Rastus," said his friend, "here's your chance."

"Nah, suh," replied Rastus with a grin, "they's organized."

—Readers' Digest.



A SANITARY CONCRETE MILK HOUSE

saves work—helps handle
bigger production

Concrete milk houses are easy to keep clean and sanitary, and are the most satisfactory means of meeting milk laws and regulations. They're storm- and fire-safe, economical to build and to maintain.

You'll find all the information you need—suggested designs, specifications, detailed drawings—in latest edition of booklet, "Sanitary Milk Houses." Write today for free copy.

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V. Roselle B. Gow Herd
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Monday, Dec. 11, 12:00 Noon E.W.T.

Frederick Fair Grounds, Frederick, Md.

50 REGISTERED GUERNSEYS 50

Fresh Cows — Bred Heifers — Open Heifers — Bulls

The late Dr. Alexander Gow, Jr. started assembling this excellent Guernsey herd in 1937 by the selection of choice heifers from some of Maryland's best herds. The herd now consists of 14 cows (all states of lactation); 3 bred heifers; 7 open heifers and 2 grade cows.

There are 5 young daughters of a son of Mobjack Honeysuckle 2d, P.R. record 11,589.2 milk, 601.1 fat G.C. Also 7 daughters of, and all cows bred to, a son of Mobjack Holly with 14,365.3 milk, 737.5 fat D.D.

We will also sell added consignments of 20 cows in milk and 5 bulls from other good Maryland herds.

Herds T. B. Accd. Bang's Cert. Lunch at Sale

Your Chance to Buy Production, Type and Breeding

Catalogs FREE—write

HOWARD C. BARKER, Sale Mgr.

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Phone 25

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Milk Situation Brightens

TOTAL milk production in the United States during 1944 will probably be about the same as in 1943. Following the conference of the Department of Agriculture on the agricultural outlook held recently, the Bureau of Agricultural Economics has predicted a total milk production for 1944 of 118,150,000, 000 pounds compared with 118,140, 000,000 in 1943. Thus, for a second year milk production while on a high level has been less than the level reached in 1942 when 119,240, 000,000 pounds were produced. According to the USDA "Dairy Situation" for October, it is expected that milk production in 1945 may reach 119 billion pounds if returns to dairy farmers remain at approximately the same level in 1945 as in 1944.

Returns to dairy farmers in 1944 have been higher than ever before reported. The ratio between milk prices and feed prices, moreover, has been more favorable to milk production in 1944 than in previous war years. In addition, the milk-feed price relationship is more favorable than the hog-corn and egg-feed price relationships, the former being above the long-time average and the latter being below. Thus, feed is attracted to milk production and away from hog and egg production.

Milk production for the Philadelphia market during September ran 6.6 percent above September, 1943, and continued favorable conditions indicate that October production may run about 8 percent

above October, 1943. The most recent weekly report of the USDA relative to average production per day of 5,000 herds supplying the Philadelphia market shows a daily production of 269.4 pounds compared with 242.1 pounds last year, or an increase of 11.3 percent. This higher level of production has prevented a repetition of the serious milk shortage which occurred last year.

Feed supplies for the crop year 1944 and 1945 are more favorable in relation to livestock numbers than they were for the year 1943-44. The USDA Bureau of Agricultural Economics estimates that during the 5 years (1937-41) feed supplies averaged 1.03 tons per animal unit. This increased to 1.08 tons in 1942-43, but declined sharply to .96 ton in 1943-44. A supply per animal unit of 1.06 is indicated for 1944-45.

The butter supply for civilian consumption has shown no sign of improving. The situation has been extremely acute in eastern population centers. As stated by the "Producers Price Current," "more than the usual proportion of total production is being merchandized at points other than leading terminal markets." While individual consumers have appeared willing to buy more butter than available at the 20-point ration, there seems to have been some swing toward oleomargarine, especially on the part of hotels and restaurants.

Production—The USDA "Weekly Creamery Butter Production Report" for the week ending November 2, 1944, indicated production was running 10 percent under the low level of last November. Production of American cheese, for the week ending November 2, 1944, was 17 percent greater than in the corresponding week last year. During October the necessity for many dealers to fulfil their earlier "set-aside" commitments contributed to the shortage of butter for civilian use.

Storage stocks of butter on October 1 totalled 139,948,000 pounds as compared with 232,497, 000 pounds on October 1, 1943, and a five-year average of 168,347,000 pounds for October 1. On October 28, 1944, 98 million pounds of butter and 89 million pounds of cheese were in storage in 35 cities. A year earlier, 169 million pounds of butter and 118 million pounds of cheese were in storage in the same 35 cities. Government "set-aside" requirements for cheddar cheese for November and December were re-

duced 25 percent from the 40 percent effective for October. Set-aside requirements for spray process non-fat dry milk solids were reduced from 50 percent in October to 40 percent in November. No "set-aside" requirement for butter has been in effect since October 1.

Demand for fluid milk has continued at a high level, 91.1 percent of the total supply delivered by producers to the Philadelphia market in September being sold in Class 1. It is not expected, however, that the demand for fluid milk and cream will be quite as strong in 1945 as in 1944. There is a very close relationship between consumer incomes and the per-capita consumption of fluid milk and cream, and any noticeable decline in consumer incomes very likely will result in a decline in Class 1 use. It is not unlikely that the problems of re-converting industry from a wartime to a peace-time basis, which may be encountered to some degree in 1945, will result in a decline in consumer incomes.

The Class II price trend in Philadelphia is a forewarning of a possible weakening in the market for fluid milk and cream next year. Supplies of storage cream have been so plentiful that there has been some decline in the cream price recently. Moreover, as pointed out on this page last month and two months ago, there has been a downward trend in non-fat dry milk solids prices. These two factors combined resulted in the Philadelphia Class II price dropping from \$3.294 in September to \$3.248 in October.

Powder and evaporated—Production of non-fat dry milk solids, spray process, amounted to 19 million pounds in September, 1944, compared with less than 16 million pounds in September, 1943, an increase of 14 percent. Roller process non-fat dry milk solids increased to a September production of 21.5 million pounds from less than 16 million pounds a year earlier, a growth of 36 percent. Dried whole milk production for September was 13.5 million pounds or 28 percent above the 10.5 million pounds produced in September, 1943. The most phenomenal increase has occurred in production of dried whole milk which in September was at a level nearly four times as great as the average September production during the five years 1938-1942. Production of evaporated milk of 275, 000,000 pounds in September, 1944, was 18 percent above the September, 1943, level. Thus, while butter production has been running con-

sistently somewhat lower than last year, production of most other important manufactured dairy products has been running consistently higher. Production during the nine months, January through September, 1944, over the similar period in 1943 increased by the following percentages: evaporated milk, 8 percent; condensed milk, 17 percent; dried whole milk, 26 percent; non-fat dry milk solids, 9 percent.

This Is a Cooperative

A clear and succinct description of cooperation was given by George J. Holyoake, who has written much of the history of the Rochdale Pioneers. It follows:

Co-operation supplements political economy by organizing the distribution of wealth.

It touches no man's fortune.

It causes no disturbance in society.

It gives no trouble to statesmen.

It enters into no secret association.

It contemplates no violence.

It subverts no order.

It envies no dignity.

It asks no favors.

It keeps no terms with the idle.

It will break no faith with the industrious.

It asks no privilege.

It seeks no government aid.

It fears no competition in trade in any branch of production.

It abhors monopoly and will fight it to the bitter end.

It seeks healthy competition, knowing this is the soul of all true progress.

It means self-help, self-dependence and such share of the common competence as labor shall earn or thought can win, and this it intends to have.

Growing Heifers Need Care in Cold Weather

Growing heifers need added care and additional feed, now that cold weather is about to set in, says C. N. Hall, Dairy specialist at Penn State College.

Bring the heifers into the barn as soon as heavy frosts strike the grasses, or at least provide extra feed, such as hay, for these animals, Hall suggests.

Heifers, he says, may be allowed to run loose in pens during the winter months, but arrangements should be made to provide ample feeding space for each animal.

He points out that calves eight months to a year of age should be fed all the good hay they will clean up and, in addition, not more than 5 to 10 pounds of either grass or corn silage each day.

All calves under one year should

be fed some grain to keep them growing, but, he reminds that no silage should be fed to calves under six months of age.

Dairy extension specialists of the Pennsylvania State College report that good results have been attained by feeding growing heifers a mixture of 300 pounds of ground corn, 100 pounds of oil meal, 200 pounds of ground oats, 14 pounds of steamed bone meal, 100 pounds of wheat bran and 7 pounds of salt. Some of the corn may be replaced with ground barley if necessary. Or, a mixture of 700 pounds of a 12 percent fitting ration, plus 100 pounds of soybean oil meal, will give satisfactory results.

Feed at the rate of 2 to 4 pounds daily—the amount to depend on the condition of the animal and the quality of the roughage.

Heifers over one year of age can be wintered on a good quality of roughage alone, Hall said. But, in order to do this, the hay must be a very good quality legume or clear alfalfa.

Meeting Calendar

November 21—South Jersey Inter-State Milk Market Committee—Woodbury.

November 27-28—Annual Meeting of Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

December 5—Trenton Inter-State Milk Market Committee and Advisory Committee—10:30 A.M., Farm Bureau Office, Trenton, N. J.

December 5-7—Annual Meeting, New Jersey State Grange—Atlantic City, N. J.

December 6-7-8—Annual Meeting of National Cooperative Milk Producers' Federation—Chicago, Ill.

December 12—Altoona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.

December 12-14—Annual Meeting, Pennsylvania State Grange—Harrisburg, Pa.
January 9-10-11, 1945—Pennsylvania Farm Show Meetings—Harrisburg, Pa.

It would seem logical that Roscoe Fraser, specialist in tomato culture at Purdue University yelled "Eureka, I have found it," one day last year:

What he found was a "really practical" use for nail polish, and this particular use is to paint the thumb nails of tomato pickers tomato red, in order that pickers may have a constant color chart with them in determining whether or not a tomato is at the proper stage of ripeness for picking.



Preferred the world over for its greater speed, ease of handling, rugged, lasting durability.

The quota of STEWART Clipmasters WPB authorized as to produce is being shipped at intervals to distributors for their dealers. We do not believe there will be enough to meet the demand; so see your dealer early. STEWART Clipmaster Model 51 is the cool-running clipper with the anti-friction tension control that assures perfect tension between blades for faster, easier clipping. Exclusive Stewart design ball-bearing motor is air cooled and entirely encased in the insulated EASY-GRIP handle that is barely two inches in diameter. Send for FREE Catalog of Stewart clipping and shearing machines. Made and guaranteed by:

Chicago Flexible Shaft Company, Dept. 46
5600 W. Roosevelt Rd., Chicago 50, Ill.
Over Half a Century Making Quality Products

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPER SERVICE

Stewart clippers cleaned and repaired. Blades sharpened, 50¢ per set. Enclose 10¢ additional for postage. Prompt service. C. H. Pownall, Nottingham, Pa. R2. Inter-State member.

CASH PRIZES

For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of the month.

FOR SALE: Two Guernsey bulls, 7 and 8 months old, registered. One a great grandson of Langwater Reveller, one of Edgemount Crame, accredited, with records on dams. Fred Davidson, Warriors Mark, Pa.

FOR SALE: First quality mixed timothy and clover hay. Grover C. Tush, Jr., R.F.D. 2, Middletown, Del. Phone: Middletown 231R13.

FOR SALE: A pair of fine work horses and a 1 1/2 year old colt. Ralph Bower, Chesapeake City, Md.

Suggest a Living Memorial To Heroes of War

Individuals and groups frequently wish to establish a war memorial in memory of someone who gave the supreme sacrifice in fighting for his country. Wm. R. Gordon, extension rural sociologist at Pennsylvania State College, suggests that in place of a statue or monument a living memorial be given. He suggests a shelf of books or a set of films of educational value for the nearest library, a social or reading room in the community center or needed equipment for the community hospital.

Other practical memorials might be community parks, a community house, athletic field, swimming pool or picnic grounds. The size and elaborateness of the gift would depend upon the means and the size of the community.

Such memorials will be a living recognition of the heroic service of the veterans and at the same time will contribute to the wellbeing of the community.

Farm Accident Survey Shows Extent of Losses

A survey of accidents which have occurred on farms and in homes of rural Lancaster county revealed 98 accidents in seven months, starting March 1. These accidents caused a loss of 7,832 man hours from work and necessitated the spending of \$2,137 in medical expenses.

The survey was made by 4-H club and Future Farmers of America boys and covered only those accidents which have occurred since March 1. It is believed, also, that a lot more accidents occurred which were not covered by the report.

In studying the causes of the accidents, it was found that 41 percent were caused by farm machines, including tractors; twelve percent were the result of falls and twelve percent were injuries caused by farm animals. Other frequent causes were the use of small tools, stepping on sharp objects and being hit by falling or thrown objects.

This report was given at the meeting of the Lancaster County Farm and Home Safety Council on October 25 and the survey was supervised by Wayne B. Rentschler, committee chairman.

She talked in the morning, she talked late at night. She chattered while driving straight through a red light; She made quite a hit with a truck driving past, And she learned the hard way, to drive first and talk last.

Son: "Hey, pop, what is a millennium?"
Pop: "Same as a centennial, but with more legs."

Little Joe (ending prayer): "And please, Lord, put the vitamins in pie and cake instead of in cod liver oil and spinach. Amen."

THEY Still Die— Will YOU Buy?

The Marines honor their dead. American casualties are at the rate of more than 570 every day of war.



U. S. Marine Corps photo

**TODAY— 570 of our boys will
pay for war the *HARD WAY***

WILL YOU LEND DOLLARS, WHILE THEY GIVE LIVES?

THERE's a big job ahead; it needs the best from all of us. War in the Pacific is the costliest in history. Distances are enormous. Amphibious attack across half the world needs equipment in astronomical quantities.

An average Naval task force—one of many—costs more than 2 billion dollars. One B-29 Superfortress costs \$600,000. One M-4 tank costs \$67,417. One 16-inch shell costs \$750. Think of the cargo ships required to transport these and

thousands of other necessities across the Pacific—with danger of loss always present!

Your "money in the bank" won't help. Put it in War Bonds. Don't make your message to a wounded Yank—"Sorry son, I can't afford to buy more War Bonds." When he gets home, be able to say—"Compared with yours, our part was easy. But we did all we could."

Do it today—NOW
—while you think of it!

This is a BIG farm year—Now Buy BIGGER Bonds!

Here are 6 big reasons for buying the most you can—\$100, \$500, \$1,000 in the big 6th War Loan. War Bonds give you:

1. The best and safest investment in the world.
2. At maturity, \$4.00 for every \$3.00 you loan.
3. The convenience of cash—plus increase in value!
4. Funds to replace and restore worn-out farm equipment, soil fertility, and buildings.
5. Funds for educating your children; a nest-egg for your own security, travel, retirement.
6. The increased purchasing power vitally needed to win the Peace.

THEY still die—will YOU buy?

BUY BIGGER BONDS NOW!

This Space Donated by
INTER-STATE MILK PRODUCERS REVIEW

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Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XXV

Philadelphia 8, Pa., December, 1944

No. 8

**ANNUAL
MEETING
SPECIAL
NUMBER**

HD 900.1
M 616



Photo from C. W. Brown

His First Christmas

Inter-State Delegates Vote Approval of ADA Dairy Promotion Program

EASTERN dairymen are about to join hands with their brothers and cousins in the Midwest and far West in telling the public some facts of life about the dairy industry. This work, it is expected, will be handled through the American Dairy Association, a producer owned and supported agency developed for the joint purposes of advertising dairy products and building good will for all men and women who depend upon the dairy cow and her products for their livelihood.

Inter-State, at the annual meeting on November 27-28, started the ball rolling to introduce the American Dairy Association program in this area and took steps to enable Inter-State members to participate.

At present the ADA (short for American Dairy Association) is being supported by dairymen of 19 midwest and far western states, but this is a national business, and the move here in the East should broaden the ADA's effectiveness and extend as well as intensify its work.

Gives Facts to Public

In times of plenty the ADA's primary function is to advertise and merchandise dairy products, encouraging the use of all dairy products and thereby strengthening the entire dairy economic structure. Right now, with shortages so prevalent, it is telling the public the facts about the dairy industry and that the day will come again when there will be all the butter, milk, cheese, ice cream, etc., that the public will want.

ADA is financed by dairymen—and dairymen only—it is a farmer program entirely. The standard basis of financing ADA in the areas where it is now active is by the payment of one cent on each pound of butterfat produced during the first half of June each year. This is equivalent to approximately two cents on each one hundred pounds of milk produced in the month of June. Certain states have enacted legislation authorizing that these deductions be made and turned over to a proper state group which in each such instance, is affiliated with ADA. In most states, however, the deductions are on a voluntary basis.

Sentiment at the annual meeting showed clearly that Inter-State members feel the need for such a program. Every delegate who ex-

pressed himself approved the plan. One expressed doubt as to the desirability of inaugurating a program of this kind when supplies are so short but Inter-State delegates were unanimous in their final approval. They showed recognition of the need for telling again and again and again the facts about milk and its products.

The Washington, D. C., market, through the Maryland-Virginia Milk Producers Association, is reported as having just recently put an OK on the plan. Indications are that producers in the New York, New England and Baltimore milk sheds are also getting behind this program and that most of the East is interested. It is expected that support will be widespread in all states covered in full or in part by these several milk sheds.

High Standards Maintained

Two recent events indicate the high caliber of the ADA program. A few weeks ago ADA headquarters sent out a news release on the butter situation. This was widely used and numerous metropolitan newspapers commented editorially on the situation as shown by the facts presented in that release.

Also, the ADA radio program, "The Voice of the Dairy Farmer," has been selected for rebroadcast by shortwave to the men in our armed forces overseas and is to be translated and rebroadcast to foreign countries. (See Page 11, November



Sgt. Leroy Reynolds, Jr., seems to be enjoying his fifteen-day furlough on his father's farm at Newark, Del.

REVIEW) This is a part of the policy of rebroadcasting programs to keep the world "informed of the production capacity and strength of the United States."

The National Dairy Council and its many units are working very closely with ADA. These two programs support and strengthen each other, the Dairy Council emphasizing educational and nutritional information while ADA handles commercial promotion.

Get Fresh Viewpoint In Planning Farm Buildings

In a talk before the Rutgers Farm Buildings Institute, held early in October, Dr. W. H. Martin, director of the New Jersey Agricultural Experiment Station, suggested that the council "leave behind all preconceived notions about how a dairy barn, machinery shed or silo ought to be built."

He suggested that the committee members, in developing their specifications for various types of farm buildings, consider "the mind and body of the cow, the hen or the pig and write out their specifications for the environmental, sanitary and other factors that will promote the most efficient production of milk, eggs and pork."

In addressing the same meeting, Professor Deane G. Carter of the University of Illinois stated that during the ten years following the war the farm building program in this country may reach a total of 20 billion dollars. He stated that, "Although farm building values account for 25 to 30 percent of all farm property, engineering studies and education in this field have lagged far behind the need."

The National Advisory Council of this Institute is comprised of dairy, poultry and livestock specialists and agricultural engineers from many of the leading agricultural colleges and experiment stations of the country. The Institute is sponsored by the John B. Pierce Foundation of New York.

Boss: "So you want next Tuesday off, eh? May I ask why?"

Clerk: "Well, sir, it's my twenty-fifth wedding anniversary."

Boss: "Good heavens! Are we going to have to put up with this every twenty-five years?"

Our 1944 Annual Meeting—

Interest and Enthusiasm Denote Sound Policies

A NEW high in interest and enthusiasm was reached at the 1944 annual meeting of Inter-State Milk Producers' Cooperative. The attendance was the largest since the establishment of the cooperative in 1936. The unanimity of ideas among the delegates was readily apparent and the objective obviously was the building of the strongest possible organization as the best means of combating post-war troubles that may possibly beset our industry.

Of the 125 delegate positions, 119 were represented the first day and 118 the second day, this in spite of difficulties in obtaining help on the farms in order to relieve the elected delegates or their alternates for attending the meeting. In addition, 35 alternate delegates took advantage of the opportunity and attended, although the regularly elected delegates represented their locals. The registration showed about 150 other members present and there were well over 100 guests at the business sessions. The women's meeting drew an attendance of more than 80. These attendance figures do not include 200 or more unregistered guests who were present for the banquet only.

The weather was ugly with a driving rain falling all day. As a result, the hotel had fewer than the usual number of rooms released by out-going customers, greatly complicating the job of finding accommodations for the members who had sent in reservations.

The morning program on the first day was given over to reports of Inter-State and staff members, including B. H. Welty as President; H. E. Jamison, Secretary-Treasurer; Floyd R. Ealy for the field and test department; Earl E. Warner for the market information department and A. Evans Kephart on legal work for Inter-State.

The Opening Session

A new feature led off the afternoon program. This was the report from the president of each of the five secondary market groups and the president of Centerville Milk Producers' Cooperative. Their reports were well received and were followed with interest by members and delegates from the entire territory (See Pages 25-27).

The annual report by O. H. Hoffman, Jr., general manager, followed, this being received with unusual enthusiasm. His report will be found in full, starting on page 10. A summary of the Dairy Council work was presented by C. I. Cohee, President of the Philadelphia Inter-State Dairy Council, following which copies of the resolutions were presented to the delegates for their study.

The banquet drew a record crowd, 660 guests being in attendance. Even with this crowd the attendance was cut somewhat because of the bad weather, numerous guests from the city and nearby points foregoing the pleasure of the banquet in order to avoid travel in the night storm. Music for this event was provided by a trio from the Curtis Institute of Music. Invocation was given by Rev. Clayton L. Keener, Nottingham, Pa.

Dr. Kenneth Hood, of the agricultural economics extension staff, Pennsylvania State College, did a splendid job as toastmaster. His humor and the banter between the head table guests and himself provided the most enjoyable kind of entertainment. Two groups of songs were given by Elizabeth Hill, mezzo soprano, in which she completely captivated the audience as she did a year ago. She voluntarily led the crowd in the singing of several old-time numbers.

Distinguished Speakers

Greetings were brought to Inter-State and the guests at the banquet by representatives of each of the colleges of agriculture in Inter-State territory. George L. Schuster, Dean and Director for the Delaware College, William H. Martin for New Jersey, Dr. T. B. Symons for Maryland and Dr. F. F. Lininger for Pennsylvania.

The delegates, members and banquet guests were welcomed to Philadelphia by Dr. Myer Solis-Cohen, Assistant Director of the Philadelphia Department of Public Health. Dr. Thomas G. Stitts, chief, Dairy and Poultry Branch of the War Food Administration, made some brief but forcible remarks about the dairy picture that faces us and the job of getting

dairy foods to our boys overseas and in camps.

Others, in addition to the principal speaker, who occupied places at the head table included Wm. C. Weldon, Ass't. Chief, Dairy and Poultry Branch, War Food Administration; J. M. McKee, Chairman, Pennsylvania Milk Control Commission; R. W. Sherman, Secretary-Manager, Maryland Cooperative Milk Producers'; Charles Holman, Secretary, National Cooperative Milk Producers' Federation; Hon. John Dickinson, General Counsel, Pennsylvania Railroad Company; O. H. Hoffman, Jr., General Manager of Inter-State; B. H. Welty, President of Inter-State; Ken Geyer, General Manager, Connecticut Milk Producers' Association; Bruce Derrick, Secretary-Manager, Maryland-Virginia Milk Producers' Association; Phil C. Turner, President. (Please turn to page 18)

Inter-State Milk Producers' Cooperative Officers 1944-45

F. P. Willits, Honorary President
B. H. Welty, President
A. R. Marvel, Vice President
H. E. Jamison, Secretary-Treasurer
Earl E. Warner, Assistant Secretary-Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

District Directors 1944-45

- 1 ‡H. D. Allebach, Collegeville, Pa.
- 2 ‡Frederick Shangle, Trenton, N. J., R. 2
- 4 ‡W. Carl Collins, Hurllock, Md.
- 5 ‡J. W. Keith, Centerville, Md.
- 7 ‡H. K. Martin, Goodville, Pa.
- 8 Furman H. Gyger, Kimberton, Pa.
- 9 ‡H. B. McDowell, Jr., Middletown, Del.
- 10 J. Lawson Crothers, North East, Md.
- 11 E. M. Crowl, Oxford, Pa.
- 12 ‡W. H. Jump, Houston, Del.
- 13 H. B. Stewart, Huntingdon, Pa., R. 1
- 15 ‡Howard W. Wickersham, Kelton, Pa.
- 16 C. G. Niesley, Mechanicsburg, Pa., R.D.
- 17 Jos. S. Briggs, Yardley, Pa.
- 19 ‡John Carvel Sutton, Kennedyville, Md.
- 20 ‡Kenzie S. Bagshaw, Hollidaysburg, Pa.
- 21 Coy E. Meakle, Everett, Pa., R. 3
- 22 A. R. Marvel, Easton, Md.
- 23 ‡Frank C. Pettit, Woodstown, N. J.
- 25 ‡B. H. Welty, Waynesboro, Pa., R. 4
- 26 Geo. A. Comer, McConnellsburg, Pa.

‡Re-elected to Board ‡New Member of Board
*Member of Executive Committee

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Inter-State Milk Producers' Cooperative

401 No. Broad St., Philadelphia 8, Pa.

Names of Officers and Directors
will be found on Page 2.

FIELD DEPARTMENT

C. E. Cowan, Lancaster, Pa., Ass't Director
C. Reynolds, Denton, Md., Ass't Director
E. P. Bechtel, Collegeville, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
Louis F. Tomey, Easton, Md.
D. W. Winter, Plumsteadville, Pa.

SECONDARY MARKET MANAGERS
Altoona—Huntingdon—J. J. Camp, Roaring
Spring, Pa., Phone 190.
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 8372.
South Jersey—Floyd R. Ealy, County Extension
Office, Woodbury, N. J., Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St.,
Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Penna. Dairymen Meet At Harrisburg, Jan. 10-11

The Annual Pennsylvania Farm Show meetings will be held at Harrisburg on January 9-10-11, 1945. This part of the farm show program is being carried on each year in spite of the inability to hold the farm show. The farm show buildings are being used in essential war work and are, therefore, not available for exhibition purposes.

The Pennsylvania Dairymen's Association will hold its annual meeting during that week. Sessions will be held all day, Thursday, January 11, at a downtown hall to be announced. Headlining the program will be C. T. Conklin, Secretary, National Ayrshire Breeders' Association, of Brandon, Vermont, who will talk on "Practical Post War Dairying;" B. B. Derrick, Washington, D. C., Secretary-Manager of the Maryland-Virginia Milk Producers' Association, who will talk on "The Milk Marketing Situation;" Dr. Glenn Hedlund, Head of the Department of Agricultural Economics, Pennsylvania State College, who will talk on "Economic Conditions Facing Pennsylvania Dairymen;" and Dr. R. O. Blitz, a consulting veterinarian with E. R. Squibb & Co., whose subject is "Practical Measures in the Control of Mastitis."

The dairymen's banquet will be

held on Wednesday evening, January 10, at 6:00 P.M., at the Penn Harris Hotel. The speaker at this event will be Albert S. Goss, Master of the National Grange, and who made such a hit as the banquet speaker at Inter-State's 1943 annual meeting. O. H. Hoffman, Jr., Inter-State's general manager will be toastmaster.

At this event the annual awards for outstanding herd testing and dairy herd improvement association work will be made.

Other sessions, during the farm show program, will be given over to other livestock interests, potato growers, horticulturists and other farm groups.

Complete programs of the farm show meetings can be obtained by writing to the Department of Agriculture, Harrisburg, or C. M. Fry, Secretary of Farm Show Commission, State College, Pennsylvania.

Inter-State Will Be On Air Over WCAU, Jan. 13

Tune in your radio to WCAU at 9:30 A.M., on Saturday, January 13. Inter-State has been extended an invitation to prepare and deliver the farm program regularly broadcast at that time.

The subject has not yet been selected, but it will be appropriate, based upon current conditions.

Please make note of—the day, Saturday, January 13—the hour, 9:30 A.M.—and the station, WCAU. Inter-State will be on the air—listen in.

Need Fewer Machines in Managed Milking

In the matter of machinery alone, managed milking shows a big advantage over the usual milking routine, and I. E. Parkin, dairy extension specialist at Pennsylvania State College believes many more Pennsylvania dairymen will want to adopt this modern milking practice when they learn more about it.

The specialist calls managed milking the "common sense practice of preparing cows for milking." All that is involved is the application of a hot towel massage until the udder becomes reddened, hardened, distended, and the teats lose their flabbiness and become rigid.

This preparation is followed by the use of a strip cup to eliminate the foremilk. After a wait of a minute to a minute and a half the milking machines are attached.

Mr. Parkin cited recent demonstrations which showed that one man following managed milking practices and using only one milking machine could milk as many cows

in the same length of time as another man using two milking units in the usual milking procedure.

But, of importance equal to that in the saving of machines is the fact, as pointed out by the dairy expert, that managed milking reduces udder irritation, produces more milk and saves time. It also is less wearing on the cows and enables them to continue in production longer.

Personal Glimpses

Miss Lois Crouse, daughter of Clifton Crouse, Queen Anne, Md., was a representative of the nation's nearly two million 4-H Club members at the first White House Conference on Rural Education. Raymond Mueller, son of R. C. Mueller, Cordova, Md., also attended the conference.

Word has been received by Mr. and Mrs. Norman Frank, West Chester, Pa., that their son, Staff Sergeant Paul Frank, was wounded in France for the fourth time.

A check of \$2.80, in payment for 14 bags of milkweed pods, was given to Wayne Lonsberry, 8, of Conestoga, who was called "milkweed kid king" of Lancaster county. Wayne is the son of Donald Lonsberry.

While Harry Worth of North East, Md., was husking corn at his farm, fire broke out in his store at Bay View. The fire spread so quickly that the contents of the store were a total loss.

Jos. S. Briggs, Inter-State director from District 17, was in the limelight this month, his picture appearing on page 19 of the December issue of Farm Journal, being interviewed by the Journal's associate editor, Ray Anderson, while on a tour covering fourteen states.

In Classifying the herd of Israel W. Brendle and Son, (Melvin) East Earl, Pa., the Holstein Friesian Association rated a number of cows "good," "good plus," and "very good."

The clerk in a butcher's shop was chatting with a customer when a woman rushed in and interrupted the conversation.

"Give me 10 cents worth of cat's meat—quick," she shouted.

Then, turning to the other customer, she said lamely, "I hope you don't mind my being served before you."

"Not if you're as hungry as all that, madam," was the freezing reply.

Having trouble making up your Christmas shopping list? The answer is easy, buy and give bonds or stamps!

Only butter can be butter

"Peace on Earth— Good Will Toward Men"

We are approaching Christmas, the season of the year dedicated to "Peace on Earth, Good Will Toward Men."

We in America, especially those of us still in civilian pursuits, can enjoy the spirit of that creed perhaps better than most people, but it is a safe assumption that our men in camps, on ships on the high seas, and in the front lines, feel the spirit exemplified by those words more than any of us. They are in position to weigh with considerable exactness the meaning of those words and the desirability of a complete fulfillment of that meaning.

This creed of "Peace on Earth, Good Will Toward Men," is born in the heart and soul of every true Christian. It is the driving force that has done much to make America what she is today. We are anxiously awaiting the day when those words will attain their full significance throughout the world.

It is unfortunate that we who feel so deeply on this subject must be detracted from exercising our convictions to the fullest. We have been detoured from our purpose, as it were, to protect ourselves and our nation from those who have none of the spirit of Christmas and who would divert the peace of others to their own mean advantage. Our boys in uniform are demonstrating that we are determined to live in a Christian world where "Peace on Earth, Good Will Toward Men" shall prevail.

Announce New Study of Cattle Diseases

Establishment of a fellowship at Rutgers University to promote further research on Bang's disease of cattle has been announced by Dr. W. H. Martin, dean and director of the College of Agriculture and the N. J. Agricultural Experiment Station.

The fellowship project will be financed by a grant from The Mennen Company, and will supplement studies which have been under way for some years at the Experiment Station. Specifically, it provides for the investigation of different methods of applying vaccine for the control of Bang's disease in dairy and beef cattle, and for the preparation of a complete bibliography of scientific information concerning this disease. Methods of measuring immunity against the disease will form an important part of the study.

The world needs fewer cranks—more self-starters.



Twins Richard and Marjorie Yard are shown here posing with their pet calves, also twins. This picture was sent by Marie Yard, Stockton, N. J.

Short Hay Crop Is Dairy Problem

Several alternative solutions are held out by R. H. Olmstead, dairy specialist at Pennsylvania State College, for dairymen faced with the problem of how to make a short hay crop last through the winter.

When roughage is plentiful, hay is fed three times a day or all the cows will clean up, and corn silage is limited to 25 to 35 pounds daily. Larger feedings of silage will compensate for shorter hay rations, but if both hay and silage are scarce the remaining alternatives are to reduce size of the herd, use substitutes, or buy hay.

Olmstead suggests that in "many cases it will be more profitable to weed out a few low-producing cows, since a few less cows, fed well, will make more money for the owner than a larger number of cows on short rations."

Substitute roughage could include corn fodder and straw, he points out. Straw, while not highly nutritious for milk production, may help the roughage situation. Sprinkling it with molasses water makes it more palatable.

Good corn fodder also may be used in greater quantities as roughage. The feeding value is mainly in the leaves and where fodder is shredded the cows can pick out the more nutritious parts and the remainder can be worked into bedding.

Hay has a feed value somewhat less than two-thirds that of grain, but it is difficult to make an accurate comparison of their relative values. Much depends upon the kind and quality of the hay.

Ambition eternally sets new goals to conquer.

National Council Announces Milk Federation Withdrawal

The National Council of Farmer Cooperatives has announced that the National Cooperative Milk Producers Federation will withdraw on January 1, 1945. The Federation has been one of the Council's 81 direct member organizations and has formed the basis for one of the Council's 14 commodity Divisions.

Homer L. Brinkley, president of the National Council, said, "This action comes after conferences continuing over a period of more than two years. The National Council will continue to work with the Federation on all matters of mutual interest as they have done in the past."

Adult 4-H Club Leaders Fill Important Roles

Farm leaders who devote part of their time in 1945 to 4-H club affairs will make a contribution toward meeting important present-day and future needs, is the belief of Allen L. Baker, state 4-H leader, who says plans are being made to arrange club activities for farm boys and girls for the ensuing year.

One of the "important cogs in the 4-H club wheel" is the local leader, and an opportunity for this type of service again soon will be presented, Baker states.

"Despite the war, boys and girls continue to develop and grow—in some fashion. Experience of the past two years indicates that rural parents are anxious for their boys and girls to get just as much of normal experience and training as it is possible to give them."

"In every community there is need for the four-fold training for Heads-Hands-Hearts-and Health for boys and girls. We need skilled farmers and homemakers for the future. We need to develop rural leadership for the days to come. In this entire program the local leader will play a prominent part, and much of the credit for 4-H club achievements properly belongs to the men and women who serve in this capacity."

Itches—Something that when a recruit is standing at attention his nose always.

We had been told that "no new crime has been invented for 5,000 years." Then along came Hitler.

A Southern gentleman objects to the use of "Yanks" to denote American soldiers in recent headlines. Well, there wasn't room in the line to say Damyanks.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Oct.-Nov. | Class II Oct. | Class III Nov. | Oct. | Nov. |
|-----------------------|-------------|-------------------|---------------|----------------|---------|---------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.267 | \$3.27 | \$2.538 | \$2.541 |
| Altoona | 9 | 3.70 | 3.192 | 3.197 | 2.498 | 2.502 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.192 | 3.197 | 2.498 | 2.502 |
| State-Wide | 11 | 3.50 | 3.192 | 3.197 | 2.498 | 2.502 |
| Lancaster | 14 | 3.73 | 3.210 | 3.215 | 2.498 | 2.502 |
| Reading | 15 | 3.70 | 3.210 | 3.215 | 2.498 | 2.502 |

Classification Percentages

| Pennsylvania (State Control) and Wilmington | | | | | | |
|---|-------|----|-------|------|-----|-------|
| October | I | IA | II | III | "A" | Bonus |
| Cream Top Dairy | 100 | 0 | 0 | 0 | 0 | — |
| Eachus Dairy | 91 | 0 | 9 | 0 | 0 | — |
| Everett Milk & Ice Cream Co. | 44.03 | 0 | 46.37 | 9.60 | — | — |
| Hoffman's | 85 | 8 | 7 | 0 | — | — |
| Penn Cress Ice Cream Co. | 47 | 0 | 53 | 0 | — | — |

| New Jersey | | | |
|----------------------|------|-------|-----|
| November | Norm | Cream | |
| Castanea Dairy | 100 | 0 | 100 |
| Scott-Powell Dairies | 100 | 0 | 100 |
| Supplee-Wills-Jones | 100 | 0 | 100 |

Prices Paid for 4% Milk

| Buyer | Location | Area | Oct. | Nov. |
|------------------------------|-------------------|------|--------|--------|
| Abbotts Dairies | (N. J. Producers) | — | \$4.03 | \$4.03 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.83 | — |
| Blue Hen Farms | Wilmington, Del. | — | 3.81 | — |
| Centerville Producers Co-op | Centerville, Md. | — | 3.76 | 3.80 |
| Clover Dairy Company | Wilmington, Del. | — | 3.90 | 3.90 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Delamore Dairy | Wilmington, Del. | — | 3.90 | 3.90 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.80 | — |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 1022 | 3.29 | — |
| Fraim's Dairy | Wilmington, Del. | — | 3.93 | 3.93 |
| Greenhill Dairy | Wilmington, Del. | — | 3.83 | 3.86 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.82 | — |
| Hoffman's | Altoona, Pa. | 9 | 3.64 | — |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.80 | — |
| New York Buyers | 201-10 mile zone | — | 3.62 | 3.71 |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.43 | — |
| Queen Dairy | Lancaster, Pa. | 14 | 3.80 | — |
| Rohrer-Med-O-Farms Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Scott-Powell Dairies | (N. J. Producers) | — | 4.03 | 4.03 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 1022 | 3.40 | — |
| Supplee-Wills-Jones | Nassau, Del. | — | 3.66 | 3.66 |
| | (N. J. Producers) | — | 4.03 | 4.03 |
| Sylvan View Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Tri-County Dairy | Honey Brook, Pa. | 1A | 3.835 | — |
| Waple Dairy | Tyrone, Pa. | 1022 | 3.40 | — |
| West End Dairy | Wilmington, Del. | — | 3.89 | 3.91 |
| Western Maryland Dairy | Rising Sun, Md. | — | 3.79 | — |
| Williamsburg Dairy | Williamsburg, Pa. | 1022 | — | 3.79 |

Feed Price Summary for November, 1944

Compiled by Inter-State Milk Producers' Cooperative, 1944
from data supplied by a selected list of feed dealers

| Ingredient | Nov. 1944 (\$ per T.) | Oct. 1944 (\$ per T.) | Nov. 1943 (\$ per T.) | % Change, Nov., 1944 compared with Oct. 1944 | Nov. 1943 |
|------------------------|-----------------------|-----------------------|-----------------------|--|-----------|
| Wheat Bran | 51.90 | 50.53 | 52.00 | +2.71 | -0.19 |
| 16% Mixed Dairy Ration | 57.56 | 58.45 | 59.34 | -1.52 | -3.00 |
| 24% | 62.67 | 63.67 | 62.60 | -1.57 | +0.11 |

Two soldiers were eagerly reading letters from home. Suddenly Bill gave a shout.
"Strike me pink!" he exclaimed.
"My son's got three feet."
"Chuck it!" retorted Tom.
"Tain't possible."
"Strue!" said Bill. "See what the missus says 'ere."
He handed the letter to Tom, who read: "You won't know little Johnny now. He's grown another foot."

Applying for his citizenship papers, Gino was doing all right until he came to the questions about the American flag. "What is it," asked the Judge, "that you always see flying over the Courthouse?"
"Peejins!" confidently replied Gino.

In this world, it is not what we take up, but what we give up, that makes us rich.
—Beecher

Class Prices

| Wilmington | | |
|----------------------------------|---------|----------|
| F. o. b. market, cwt. of 4% milk | Class I | Class II |
| October | \$3.93 | \$3.128 |
| November | 3.93 | 3.121 |
| December | 3.93 | — |

| New Jersey | | |
|------------------------------------|---------|----------|
| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
| October | \$3.83 | \$2.67 |
| November | 3.83 | 2.67 |
| December | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|----------|---------------|
| October | \$24.750 | 11.9599¢ |
| November | 24.750 | 11.8161¢ |

*—Per 40-quart can of 40 percent cream.
†—Per pound of roller process dry skimmilk, each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

| September, 1944 | | |
|-------------------------|-----------|-----------|
| Dairy | Grade "A" | Grade "B" |
| Abbotts Dairy | \$4.23 | \$3.83 |
| Arrowhead Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.078 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairies | 4.01 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.174 | 3.83 |
| N. J. Milk Products Co. | 3.954 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | 4.23 | 3.72 |
| Trenton Dairy | 4.23 | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

First she wanted sheer stockings to look like bare legs. Now that she has bare legs, she uses make-up to make them look like stockings, which is why merchandising to women is hardly dull.

Prices 4% Milk, Oct. and Nov.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during October and November, 1944.

| Handler | Plant Location | Location Differential | Oct. Price | Nov. Price |
|--|-----------------------|-----------------------|------------|------------|
| Market Average f.o.b. Philadelphia — \$3.943 \$3.949 | | | | |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.990 | \$3.993 |
| " | Coudersport, Pa. | 402 | 3.558 | 3.604 |
| " | Curryville, Pa. | 339 | 3.681 | 3.624 |
| " | Easton, Md. | 283 | 3.737 | 3.680 |
| " | Goshen, Pa. | 241 | 3.719 | 3.722 |
| " | Oxford, Pa. | 227 | 3.733 | 3.736 |
| " | Port Alleghe, Pa. | 416 | 3.544 | 3.604 |
| " | Spring Creek, Pa. | 451 | 3.509 | 3.569 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.984 | 4.046 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.948 | 3.933 |
| Barlow, A. C. & Son | Glen Mills, Pa. | 11 | 3.807 | 3.918 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.805 | 3.781 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.864 | 3.838 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.943 | 3.922 |
| Breuninger Dairies | Philadelphia, Pa. | — | 3.969 | 4.013 |
| " | Richlandtown, Pa. | 227 | 3.742 | 3.756 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 3.999 | 4.044 |
| Brown's Dairy | Glenide, Pa. | 07 | 3.850 | 3.872 |
| Bucks Co. Farms Dairies | Morrisville, Pa. | 22 | 3.731 | 3.735 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 4.040 | 4.077 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.876 | 3.825 |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.695 | 3.650 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.960 | 3.990 |
| Crystie, Wm. H. Dairy | Chester, Pa. | 07 | 3.917 | 3.900 |
| Darlington Bros. | Darling, Pa. | 09 | 3.930 | 4.008 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.896 | 3.864 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.622 | 3.614 |
| Engel Dairy | Philadelphia, Pa. | — | 4.008 | 4.030 |
| Ervin's Dairy | Philadelphia, Pa. | — | 4.034 | 3.998 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.979 | 3.950 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.680 | 3.694 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.801 | 3.775 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.972 | 3.983 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.823 | 3.827 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 4.045 | 4.022 |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.629 | 3.656 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.008 | 4.049 |
| Grubbs Dairies | Media, Pa. | 07 | 3.988 | 3.999 |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.982 | 3.994 |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.858 | 3.835 |
| " | Mainland, Pa. | 11 | 3.748 | 3.725 |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.949 | 3.953 |
| " | Brandtsville, Pa. | 276 | 3.643 | 3.647 |
| " | Byers, Pa. | 22 | 3.699 | 3.703 |
| " | Carlisle, Pa. | 276 | 3.643 | 3.647 |
| " | Hurlock, Md. | 283 | 3.636 | 3.640 |
| " | Massey, Md. | 241 | 3.678 | 3.682 |
| " | Millville, Pa. | 332 | 3.587 | 3.591 |
| " | Sudlersville, Md. | 248 | 3.671 | 3.675 |
| " | Philadelphia, Pa. | — | 3.835 | 3.858 |
| Hernig, Peter, Sons | Boiling Springs, Pa. | 276 | 3.529 | 3.552 |
| Hill Crest Farms | Eddington, Pa. | 09 | 4.000 | 3.966 |
| Holiday Dairy | Norristown, Pa. | 11 | 3.834 | 3.840 |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.958 | 3.913 |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.967 | 3.980 |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.900 | 3.902 |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 4.005 | 4.033 |
| Johnson, J. Ward Dairy | Woodlyn, Pa. | 07 | 3.879 | 3.867 |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | 4.300 | 3.613 |
| Marmar, John | Bryn Mawr, Pa. | — | 4.007 | 3.978 |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.961 | 3.917 |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.953 | 3.835 |
| Meyers Dairies | Ambler, Pa. | 09 | 3.836 | 3.849 |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 4.007 | 4.004 |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 4.006 | 3.996 |
| Mont-Berk Dairy Co. | Boyetown, Pa. | 227 | 3.615 | 3.615 |
| Nelson Dairies | Norristown, Pa. | 09 | 3.809 | 3.847 |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 4.169 | 3.926 |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.820 | 3.812 |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.995 | 3.975 |
| Penn-Reed Milk Co. | Bellefonte, Pa. | 318 | 3.548 | 3.535 |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 3.972 | 4.119 |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.942 | 3.907 |
| Rosenberger's Dairies | Hatfield, Pa. | 13 | \$3.635 | \$3.725 |
| Schillinger's Dairies | Philadelphia, Pa. | — | 4.004 | 4.020 |
| Scott-Powell Dairies | Philadelphia, Pa. | — | 3.918 | 3.926 |
| " | Ardmore, Pa. | — | 3.918 | 3.926 |
| " | Biglerville, Pa. | 283 | 3.612 | 3.613 |
| " | Clayton, Del. | 241 | 3.647 | 3.655 |
| " | Fairdale, Pa. | 318 | 3.570 | 3.578 |
| " | New Holland, Pa. | 234 | 3.654 | 3.662 |
| " | Snow Hill, Md. | 304 | 3.584 | 3.592 |
| " | York Springs, Pa. | 276 | 3.619 | 3.620 |
| " | Philadelphia, Pa. | — | 3.682 | 3.657 |
| Shearer, Paul B. & Co. | Center Port, Pa. | 248 | 3.404 | 3.379 |
| Suburban Dairies | Manoa, Pa. | — | 4.110 | 4.084 |
| Supplee-Wills-Jones(a) | Philadelphia, Pa. | — | 3.955 | 3.957 |
| " | Bedford, Pa. | 332 | 3.593 | 3.595 |
| " | Chambersburg, Pa. | 297 | 3.650 | 3.630 |
| " | Hagerstown, Md. | 304 | 3.650 | 3.623 |
| " | Harrington, Del. | 262 | 3.663 | 3.665 |
| " | Huntingdon, Pa. | 332 | 3.593 | 3.595 |
| " | Leaman Place, Pa. | 234 | 3.691 | 3.693 |
| " | Lewistown, Pa. | 311 | 3.614 | 3.616 |
| " | Mercersburg, Pa. | 311 | 3.614 | 3.616 |
| " | Mt. Pleasant, Del. | 227 | 3.698 | 3.700 |
| " | Princess Anne, Md. | 297 | 3.628 | 3.630 |
| " | Townsend, Del. | 234 | 3.691 | 3.693 |
| " | Worton, Md. | 255 | 3.670 | 3.672 |
| " | Philadelphia, Pa. | — | 3.938 | 3.944 |
| Sylvan Seal Milk | Philadelphia, Pa. | — | 3.913 | 3.877 |
| Sypherd's Dairies | Jenkintown, Pa. | — | 4.047 | 4.008 |
| Taylor's Dairy | Glenroy, Pa. | 234 | 3.750 | 3.680 |
| Turner & Wescott | Philadelphia, Pa. | — | 3.986 | 4.028 |
| Walnut Farms Dairy | Berwyn, Pa. | 09 | 3.908 | 3.859 |
| Warners Dairy | Wawa, Pa. | 09 | 3.882 | 3.903 |
| Wawa Dairy Farms | Hatboro, Pa. | 09 | 3.950 | 3.893 |
| Wilmer Dairies | Conshohocken, Pa. | 07 | 3.714 | 3.922 |
| Wissahickon Dairy | Philadelphia, Pa. | — | 3.969 | 3.969 |
| Witchwood Dairy | Spring House, Pa. | 11 | 3.941 | 3.994 |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

a—Prices paid on October milk are 0.1¢ higher at all stations at which producers were underpaid by that amount on September milk.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

| | Nov. '43 | Oct. '44 | Nov. '44 |
|---------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.316 | 3.248 | 3.241 |
| Weighted average price | 3.985 | 3.943 | 3.949 |
| Class I, pounds | 58,329,205 | 69,091,863 | 64,416,301 |
| Class II, pounds | 2,675,567 | 4,858,806 | 3,710,054 |
| Total pounds | 61,004,772 | 73,950,669 | 68,126,355 |
| Class I, percent | 95.61 | 93.43 | 94.55 |
| Class II, percent | 4.39 | 6.57 | 5.45 |
| Average butterfat test, % | 4.11935 | 4.04233 | 4.03935 |
| Number of producers | 9,447 | 9,616 | 9,546 |
| Pounds per day per farm | 215 | 248 | 238 |
| Value 4% basis | | | |
| f.o.b. Philadelphia | \$2,430,781.55 | \$2,915,967.78 | \$2,690,248.07 |

Farmers Face Complex Future

By B. H. WELTY, President of Inter-State

ANOTHER year of war has passed which has brought us one year closer to peace. We hope that long before our next meeting, peace will be there. Present indications are that this will materialize shortly in the German theatre of war and we are all hoping, perhaps too wishfully, that the end of the Japanese resistance will follow quickly.

Our nation has demonstrated its ability to produce the implements of war and the food necessary for the men who are fighting this war on the home front and the battle fronts. Our production has been so tremendous that we have surprised ourselves, astonished our Allies and confounded our enemies.

But regardless of when we achieve victory, now is no time to let up. We must drive forward with every ounce of energy until victory is ours.

We must push the fight to the finish and the harder we push the sooner we will reach that finish. This goes for both farm and factory. We who are producing food must keep on producing food to carry ourselves and our Allies through the war, and to feed liberated countries as needed. We, as Americans, cannot do less.

It is generally conceded that next to the men on the fighting fronts, the men on the farms have done about the most important over-all job in this war. We have produced more with less! There is no use to repeat how we have done it—you men know the answers and the sacrifice this has entailed.

When peace does come, and we hope it is soon, there will be another job to do. It is well to take stock of what we have learned as a result of this war and plan accordingly. One thing we learned is that the physical examinations under Selective Service resulted in the rejection of more than four million men because of physical unfitness, much of which was due to malnutrition during infancy, youth or young manhood—the result of improper foods or eating habits.

An Opportunity for Us

That immediately suggests a responsibility to us. We must so merchandise our product that we can get it on to the tables of practically every family in the nation and get it there in abundant quantities. We know that there is no better food group for maintaining a sound level of nutrition than milk and its products. We produce the basic product. Our rising generation and future generations are tomorrow's markets for our products.

Furthermore, it is good business on our part to go after this market. Present indications point to a surplus of dairy products after the war is over. There need be no surplus if every American family has as much milk, butter, cheese, ice cream and other dairy products as nutritional authorities say they should have. Our job is not only to produce milk but to help get it to the consumer and, very important, inform the consumer of the great value of our product.

There are other problems we must face in the post-war period. One is that of economical production of milk. Producing milk at the lowest practicable cost is good business. Once the war is over and we no longer need every last pound of milk, the wise dairyman will cull his herd. He will get rid of every poor producer. He will practice better feeding in order to get as much milk as possible from each pound of feed. He will carry on a sound, progressive breeding program which will steadily im-

SAVE THIS ISSUE
IT CONTAINS
A COMPLETE REPORT
OF THE
1944 ANNUAL MEETING
OF
YOUR INTER-STATE

prove the quality of his dairy herd. The recently developed artificial breeding associations, soundly managed and operated, will, we believe, go far in this direction. In short, economical production consists of more milk from fewer cows with less labor.

Another post-war need, and one which will involve a distinct change from our war-time policies will be to restore the dairy industry to a sound price policy. Right now, dairymen in the Philadelphia milk shed are receiving \$1.15 per hundred-weight on their Class I milk, \$.80 on their Class II. This money is from government sources and is paid in this manner in order to "hold the line" on living costs. This is approximately 2½ cents per quart which is being paid from public funds—that is, it is being or will be paid by the public as taxpayers rather than by the public as consumers.

One effect of this program has been unconsciously to develop in the minds of the consumer, a feeling that 14 cents is a fair price for milk, when actually the cost is 16½ cents a quart.

Milk's True Value Not Known

This misconception of milk's true value forebodes rather distressing adjustments whenever the general price level does go down or subsidies are discontinued. With present high production costs, the dairy industry would immediately go into a tail-spin were the producers' revenue from milk reduced by the amount of the subsidies. Incidentally, the present subsidy paid direct to producers of 80 cents per hundredweight expires March 31, 1945. The other 35-cent subsidy—a purchase and resale arrangement made with the milk buyers—will expire June 30 as will all other subsidies except as extensions or new subsidies may be specifically authorized by The Congress.

It is my opinion that the sound and constructive thing to do is to get back to a "pay as we go" basis of milk pricing just as soon as we can. If special circumstances, brought on by the war or forced by expediency, should require that subsidies be continued, then we shall have to bear with this improvisation for awhile longer. Con-

sidering the price freezing policy of our national government and the determined drive to keep down the immediate cost of living as a means of holding down wage ceilings, it is probable that subsidies will be continued in some form or other as long as hostilities continue.

There is a shortage of most dairy products. Total milk production has not gone up during the war as has the production of many other farm products. This has been due in part to the relatively long time needed to build up dairy herds, and to the inability to get in or out of the business in a hurry. Another reason, more important, has been that other farm products have paid better, giving higher returns for feed and labor. As a result it was only natural that farmers as a whole would put more emphasis on the production programs that provide the higher labor returns.

Farmers' Returns Are Low

The acute farm labor situation which we have been experiencing these last three years has been due in great measure to the relatively low returns that farmers receive for their labor. Many men have been taken from farms by Selective Service but, all in all, a far greater number have left the farms because of the attraction of high wages in war industries. This is evidence that farm wage returns, whether for hired help or for the farmer, himself, are relatively low.

The ideal arrangement would be a wage level for the efficient farm worker that compares favorably with the wage level of his city cousin engaged in industry. Many people have asserted that changes are needed which would accomplish this end. Personally, I am convinced that our people on the farms are entitled to returns equal to those in industry. Such a situation, however, would create a new crop of problems.

During this war we have demonstrated our ability to produce, under handicaps, more food than we ever thought possible. Were returns for farm labor increased to industrial levels, it is quite likely that the post-war output of farm products would sky-rocket and therefore become a burden, not only upon the farmers but upon our nation. The accomplishment of such wage equality will, it seems, have to be gradual and be made a part of a long-time program.

War is the cause of many dislocations. It takes our men away from their homes, sending them to the far corners of the world. It causes people to move from one section of the country to another to fill new and strange jobs. It compels the use of new materials or old materials in new ways. It creates price situations which throw old established industries out of gear. One notable victim of such a dislocation is the butter industry.

Protect Our Butter Markets

During normal times, butter takes the shock of surplus dairy products and in times of shortage the milk ordinarily used for butter is a source of supply for other dairy products. But in war it seems that there is a persistent shortage of other dairy products and much of the milk which formerly found its way into butter is now consumed as fluid milk, evaporated milk, powdered milk and cheese—all essential war foods, many of which are readily exportable to our men fighting overseas. Likewise many of these products can be stored and military reserve supplies built up. Butter is taking the brunt. Our

civilian consumption is about two-thirds normal and our butter supply situation is getting steadily worse.

I want to issue a warning, right here, that we must protect our butter markets for the future, if butter is to resume its old place as a balance wheel and shock-absorber for the dairy industry. If our butter market is lost or terribly weakened, it will have a severely adverse effect on the entire dairy industry and, since dairying is the biggest peace-time industry in the country—bar none, not even steel or automotive—any permanent damage to the butter industry is bound to have a bad effect on all agriculture and on our entire national economy.

Our Position on Taxes

A recent development with which co-operatives are faced has been the establishment of an organization called, "The National Tax Equality Association" with headquarters in Chicago. This group purports to be studying the entire taxation problem.

It seems, however, that practically all its efforts are being directed against co-operative farm organizations, which they insist are subsidized by government. They say that the profits of co-operatives are exempt from taxes whereas a true co-operative has no profits to be taxed. But co-operatives are subject to practically all other taxes. This group also refers to the preferential treatment given co-operatives on government loans, while the facts are that co-operatives many times find it cheaper to get their loans through regular commercial channels and that business and industry have made tremendous borrowings from the government through the Reconstruction Finance Corporation which funds are not generally available to farmer co-operatives.

I stated that a true co-operative has no profits. The true co-operative is really a big partnership and any savings made as a partnership go to the partners who must pay taxes on their individual shares. These shares, as you know, are determined according to the amount of business done and not according to the amount of stock owned or money put into the organization.

We must keep in mind that there is a place for a co-operative wherever a soundly managed co-operative can do a better job.

Incidentally, reports indicate that about 60 percent of the farmers in this nation are members of co-operatives, many are members of more than one. A true co-operative is an example of democracy in action and we may be sure that our farm organizations will resist any effort to break down or weaken our co-operatives.

Keeping Track of Members

Another matter that has been of concern to me as your president, is the relatively free movement of Inter-State members from one buyer to another. We have discussed this at board meetings and last fall at local meetings. My knowledge of the operation of other milk marketing co-operatives has revealed that Inter-State is a rare exception in this matter. Practically all other co-operatives permit no shifting of members from one buyer to another but direct such changes as may seem desirable.

This situation is one of long standing in Inter-State and with our individual dealer pool in the market, I must admit it has had one advantage and that is to avoid the freezing of producers on low price markets when other, better markets may be available near at hand.

But in many respects it is not good business for the member and it is certainly not good business for the co-operative itself. Many times we have learned of a member changing from one buyer to another without much consideration of the status of his new buyer. With numerous temporarily expanded war-time markets for milk, it is

quite possible that producers who have made these quick changes without proper consideration will experience a large sized headache when the war-time market is deflated.

As for Inter-State's concern in this matter, we frequently lose track of such members for two or three months, even when they shift to another approved buyer and, of course, are not getting any commission from them during that time. As a result, the member has no protection under his marketing agreement for that period. It also leaves to the rest of you members who are staying with your regular markets, the steady load of carrying Inter-State's operations. For practical purposes the member who goes to an unapproved buyer is lost. It is quite probable that when the dairy industry gets back onto a peace-time basis, some of these producers will be wishing, and wishing hard, they had the help of Inter-State's market guarantee.

This shifting around is not in line with a sound co-operative system of marketing milk and it violates the spirit as well as the letter of the marketing agreement. Considering all of these facts, the Policy Committee of your Board of Directors has recommended that this be discussed extensively and that a policy be developed, with your knowledge and information, which will be less lax in this regard.

More Rigid Policy Considered

It would seem, when this policy is finally determined, that in order for a member to remain in good standing in Inter-State, it will be necessary for him to secure permission of Inter-State before changing from one buyer to another. Such a policy would not mean that permission to change would be denied. That would depend upon the circumstance of the case, especially where it would be from one approved buyer to another. Our Inter-State, however, cannot go on guaranteeing markets and representing our members unless it knows where these producers are selling their milk and the conditions in their particular markets. There are certain other problems with

Prayer From Overseas

By Corp. Robert C. McKinley, USMC

If I could say a prayer today,
I'd say a prayer for those who pray
For those they miss.
Like plasma for the hearts that bleed,
I'd pray descend with gentle speed
A healing kiss.

For all the hollow, stifled grief,
The worries that defy relief,
I'd ask a balm;
If only just the slightest lapse,
The shadow of a hope perhaps,
A moment's calm.

The turmoils there are no less great
Than those of blood and filth and hate
That drench the shore
Where weary men with angry guns
Advance among the silent ones
Who fight no more.

For souls at home with foes to face,
Who have to battle time and space
And conquer fears,
Send rest and peace and sunshine warm
To still the universal storm
Of soundless tears.

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EDITOR'S NOTE:—"Bob" McKinley is known to many Inter-State members. He became a Marine just a year ago, having formerly been a Dairy Council staff member in which capacity he appeared at many district dinner meetings and at the 1943 annual meeting.

which we are all confronted but which are of such a nature that we can do nothing about them as individuals and only very little as a local or regional group. On such matters we need national action. Among these problems are national price policies, tariffs, disposition of surplus agricultural commodities, reciprocal trade agreements, and, of course, the relationship of agriculture and labor.

These are being ably handled in Washington by our National farm groups, namely, the National Cooperative Milk Producers' Federation of which Inter-State is a member; the National Grange; the American Farm Bureau Federation and the National Council of Farmer Cooperatives.

Our Federation's Program

The Federation holds its annual meeting in Chicago next week. Much thought and study have been given to a program for that meeting and it has asked all member organizations to submit recommendations on eight problems to be considered at that time, as follows:—

1. The need for an up-to-date parity formula for dairy products.
2. A direct fair price program vs. subsidies.
3. A federal price policy to stimulate butter production and give the producer of farm-separated cream a better break.
4. Surplus disposal programs.
5. The marketing agreement and orders program.
6. The part which individual farmers may play in meeting post-war strains with a more efficient dairy industry.
7. The extension of milk producer co-ops.
8. Educational and advertising programs for dairy products.

In that connection, I want to state that two committees developed this program. One, a steering committee, consisted of our general manager, O. H. Hoffman, Jr., as its chairman, with Art Lauterbach, our former general manager, and Fred Sexauer as associate members. The other committee comprised of economists of member organizations and agricultural colleges all over the country, included among others, our statistician, Earl Warner, and also Bill Barr and Dr. Pierce of State College.

On the Job for Milk Producers

The Federation's Board of Directors and Executive Committee have held numerous meetings during the past year to formulate policies on current issues vital to the welfare of the dairy industry. I believe there is no farm commodity group in the country that has a more alert or more capable organization backing it up than we milk producers have in the Federation—nor any with a bigger job to do.

These national organizations deserve our loyalty and support. They have membership from all parts of the country. Their strength lies in their broad membership among progressive, alert farmers, the great majority of whom operate their own farms, whether as owners or tenants. We can depend upon these organizations.

This meeting is most gratifying to me. We have an excellent attendance and a lot of visitors who are interested in Inter-State and its work. Many of our delegates have come in spite of difficulties at home. I dare say a few have not been able to make it because of a lack of help to take over while they would be away. But to all of you delegates, members, guests and to our own staff, including the directors, the fieldmen and the men and girls in the office, I want to thank you for your hard work for Inter-State during the past year.

A politician is an animal that can sit on the fence and still keep both ears to the ground.

Sound Planning Is Best Program

By O. H. HOFFMAN, JR., General Manager of Inter-State

THE reports which have been given you today by Mr. Welty, Howard Jamison, Earl Warner, Floyd Ealy, the Presidents of the Secondary Markets and Royden Powell have spread out before you a very complete account of the year's work. If you have found them satisfactory, you can give a considerable amount of credit for their being so to the girls in our office, each of whom has done her job well this last season and thus made it more possible for these men to have given you the reports which they have. Likewise, Floyd Ealy's report is complete and easy to give because of the fine work done by the field staff. In the last twenty-four months your fieldmen have signed up 1607 new members. It required the forty-nine months prior to September 1, 1942, to secure 1614 new members, which is only seven more than this two-year sign-up. Certainly it would be a waste of time for me to reiterate any high points of the year's work which have so ably been brought out.

I am glad of this, because there are some matters I want to discuss with you, which appear to me of the utmost importance. The last year is water over the dam. It ended well. The prices, though part of them were subsidy, were relatively favorable and the demand for milk was strong. Our difficulties were those which were inevitable in connection with the war. We have added to our reserves, though entirely too little in my judgment. Our staff has grown in self-reliance and efficiency. Our directorate has grown in unity. The best thing to do is to look ahead and plan for tomorrow.

War's End Uncertain

The big question, of course, is when will the war end. I know the answer to this question no better than do you nor is this ignorance any reflection upon either of us. No less a person than Mr. Winston Churchill, himself, has admitted his inability, accurately, to forecast the date of its termination. The optimists are hopeful that Germany may break down shortly and that the European phase of the conflict will be over by the first of the year. Mr. Churchill did recently venture a guess that it might run until next Easter.

The conflict with Japan will take many months longer. Whatever else we know though, this, I believe we can hazard: The war will end more suddenly, if not at an earlier date than we expect.

Reconversion Problems

Following its close, there is bound to come a period in which either partial or total reconversion over into civilian manufacture will take place. If the war in Europe ends first, as seems certain, this reconversion phase will be less severe than if the war were to stop completely at one time. The cessation of fighting in Europe of itself, however, will result in a considerable period of reconversion. During this period there appears certain to be quite an amount of unemployment.

If this period catches us between next January and the first of next August and our accelerated rate of milk production continues, it is highly probable that we will have quite a different utilization picture from what

we have now and, quite probably, we may have some surplus problems this very next spring. And none of our memories here are so short that we do not recall, painfully, that a decrease in the utilization of Class I milk means a lower blend price. This happens even if the class prices remain the same.

Eighty cents of the total price now received by producers, moreover, is paid in the form of subsidy. In addition, a thirty-five cent subsidy is paid us through our buyers on Class I sales. The Government subsidy program for milk ends March 31st, as far as the announcement of the War Food Administration is concerned and, by law, it ceases altogether on the 30th day of next June when the Act which provides for it expires.

Meantime, our consumers have grown accustomed to a fourteen-cent bottle of milk during a period when their earning power has been unparalleled in the history of the country, and, if the European phase of the war ends between January and Easter, we have the not too pleasant prospect of lower utilizations, subsidies going out the window and the consumers' earning power going down, all at the same time.

Following the reconversion period there doubtless will be an era during which we will see a business activity which will be considerably greater than that which we witnessed prior to the present war. It is wishing for too much, however, to hope that this activity will be as great as the phenomenal activity which now goes on. Then, most likely, will be the time when we will be most severely threatened with inflation. Certainly, it will be a miracle if some inflationary developments do not take place at that time.

Opinions Differ

The optimists hold that the present high production of dairy products is bound to be used up in the post-war market. The arguments which they use are that the country, in good times and bad, has regularly, year after year, consumed more milk; that thousands of soldiers as well as civilians have learned to like and use it; that we have rationed down the butterfat in ice cream and in fluid cream considerably, and that when rationing is lifted the use of these products will vastly increase; that butter is being replaced with oleomargarine only because the consumer cannot get butter and that, once he can, he will consume vast quantities of it.

The pessimists answer all this by saying that our military population has used great quantities of milk only because the Government furnished it

to them; the civilian population because milk was subsidized and because civilians have had more money than they ever had before in their lives and with less things upon which to spend it. They contend that the post-war era will see more of all sorts of consumer goods made available and that these will appear at the very time when wages start coming down.

My experience in life has been that if one can prepare himself, in uncertain times, for the worst which may happen and at the same time keep himself in a reasonably optimistic frame of mind, he will go through evil times, if they come, in much better shape than if unprepared and, should the times which come be not evil, no harm will have been done by this preparation.

Preparedness Urged

This philosophy, applied to the present case, leads me to the conclusion that the only safe thing for the average milk producer to do right now is to assume that he has seen the best of the present period of high prices and high utilizations.

Inter-State's records show that the weighted average f.o.b. prices per hundredweight of 4 percent milk, for a representative portion of the Philadelphia market, for the month of September for the last seven years, were as follows:

| | |
|------|----------------------------|
| 1944 | \$4.71 (including subsidy) |
| 1943 | 3.92 |
| 1942 | 3.47 |
| 1941 | 2.94 |
| 1940 | 2.49 |
| 1939 | 2.43 |
| 1938 | 2.37 |

Certainly we can do no smarter thing than prepare ourselves for the possibility that we have reached the top of the hill. I have discussed this matter more or less extemporaneously at four or five local dinner meetings this fall. I am convinced that the subject is of sufficient importance to get into again, here today.

It seems to me that we must make our preparations for the post-war period on three different fronts, the personal one, the regional one and the national one.

Producers' Responsibilities

Certain things each of us will have to do for himself. No person nor agency can do them for us. The first I believe, is to prepare for a more efficient operation of farm and herd, immediately after the high demand for milk is over. It is necessary and proper, now, that we hold on to every cow who has any milk in her. Every drop of that milk is precious and badly needed,—it will be while the war goes on,—but we must get our cows catalogued and, the minute the emergency is over, be ready to cut loose those animals who, for one reason or another, are not economical and efficient makers of milk.

Nothing will pay the average farmer better from now on until the end of the war than the money spent in D.H.I.A. work in order that, over-night, he may know what cows to get out of his herd.

If we have any loose money, now is the time to spend it in getting our present farm plants in shape to produce a higher quality of milk when the war is over, rather than to use it in any expansion schemes. Now is the time, of all times, to get out of debt and keep out of debt. Now is the time to

start getting our farming operations set up so that in the post-war period, we can be selling a maximum of things and buying a minimum of things.

Don't forget, the average man usually takes his biggest licking when he starts swapping things for dollars and then swapping dollars for others things; that is, unless he has special talents at trading, which most of us like to think we have but few of us actually possess.

Another enormously important thing which we will have to do, individually, is to get ourselves in a frame of mind to accept some of the conditions which are bound to come when the war is over. Also, we must wake up to the fact that we farmers will need our farm organizations in the post-war era far more than we need them now and that, if these organizations are to do their best job for us, we must staunchly back them up, not start tearing them to pieces when things get tight.

Cooperatives Needed

I hate to admit it, but we farmers are particularly prone to criticize our own organizations at the very time we need them most. We did this in the slump following the last war, so much so that, in some areas, we lost our organizations altogether. This must not happen again. In the last post-war period labor was not nearly so well organized as it now is. Certainly its power in Government was infinitely less. We could afford a little "in-the-family" fighting then; this time such rows will be pure suicide.

Twenty-five or thirty years ago milk producers discovered that the distribution of milk was rapidly becoming a corporate business while its production continued in the hands of small individual operators. This discovery led to the formation of organizations like the old Inter-State, the Maryland State Dairymen's Association, the Maryland and Virginia Milk Producers' and others throughout the country. The farmers found it was necessary to join together regionally and that they did.

I have discussed some of the things which the individual farmer must do for himself in the post-war era. He is going to have to do some others through his cooperative and last year I told you your greatest market insurance was a cooperative ready to meet your post-war problems. I also told you it was practically impossible to state with any exactness what these problems would be.

I recommended to you that you have a well-trained and self-reliant staff, a united Board of Directors, a well-informed membership and a reserve with which to meet the, as yet, unrevealed problems with which we would be faced. Now, a year later, many of these problems are still unrevealed. Others, however, are beginning to come to light.

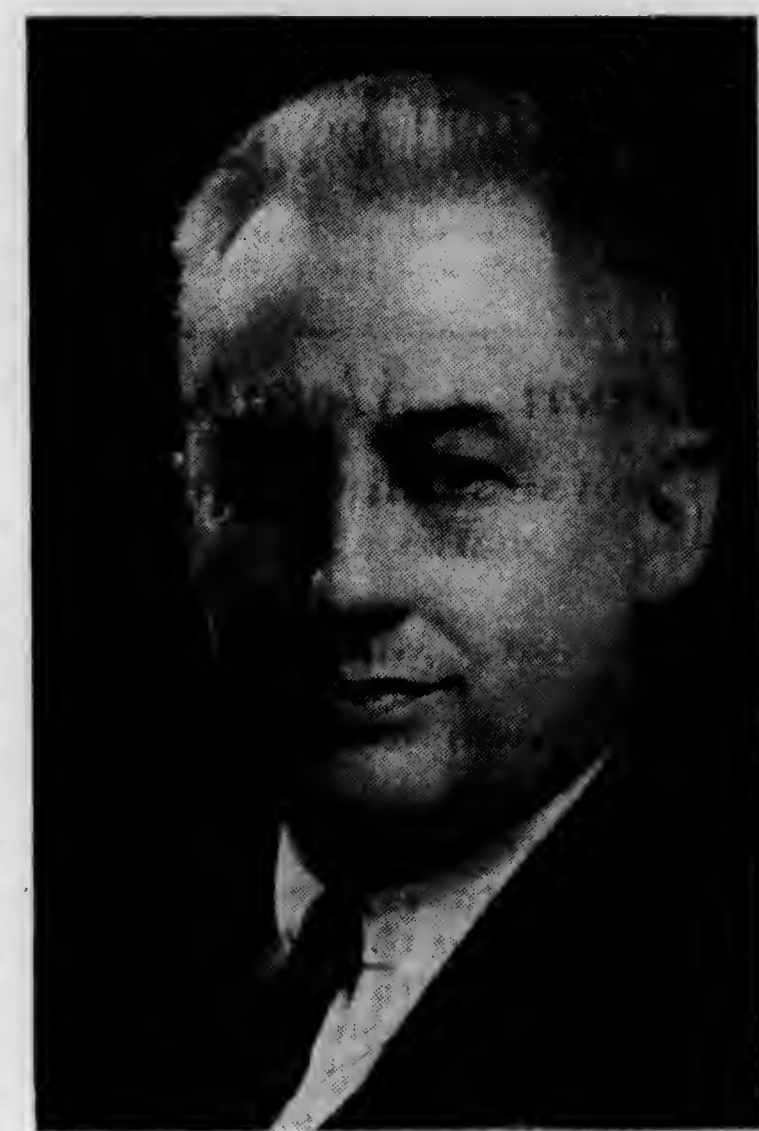
Inter-State Active

Only a dreamer can believe, for instance, that we are going to have any great cessation of Governmental regulation after the war, and this is particularly true of regulation in the field of milk. Likewise, pressure is bound to be brought for re-adjustments in prices and, whether these re-adjustments come or not, the ultimate effect of this pressure largely will be influenced, in this area, by Inter-State's appearance before the Control bodies.

Ever since the establishment of the new Inter-State, it has been taking the leading part, as a matter of fact, almost the only part, in producer-representation before the Control bodies in this and our secondary markets. On top of this, Inter-State and the Dairymen's Cooperative Sales Association in Pittsburgh are largely responsible for the passage of the Pennsylvania Milk Control Act in its present

form. Inter-State also had considerable to do with the present New Jersey Milk Control Act.

Order No. 61, the Federal Order in Philadelphia, was requested by Inter-State and Inter-State's vote brought it into the market. Inter-State, has been the principal spokesman for producers before the OPA in this area and, Inter-State has occupied a position of respect and



Bachrach

O. H. HOFFMAN, JR., General Manager

prestige before all of these various agencies. We are bound to have a greatly increased amount of work to do before each of them in the post-war period.

Aside from the purely price aspect of control there are other market-wide problems which only an organization like Inter-State can undertake. One of these is the matter of seasonal variations in production. Mr. Warner and Miss Schultz have prepared charts which are on exhibition here which illustrate this point and I do not propose to quote from their very excellent figures in my paper. The fact remains that, in this almost exclusively fluid market, we have more milk than we need in the spring and less than we need in the fall. This is a condition which must be faced realistically.

There are several proposed solutions. This market once had a base-surplus plan and there are still proponents for the return of such a program. Others are inclined to believe that a seasonal change in the price of fluid milk and a vigorous educational program on the part of the Cooperative and other agencies in the market will accomplish just as much in leveling out production and will be more favorably received by our producers. In any event, however, this is a matter to be dealt with immediately after the war is over.

Inspection Discussed

I expect to see the health regulation question pop up again after the war. You remember the old proposal that we have uniform health regulations throughout the Commonwealth which would be the maximum regulations to be required of any producer in the Commonwealth. The proposal, which has been up before, is appealing to the producer on the theory that it would eliminate multiple inspection and, to the handler on the theory that milk then might be shifted about anywhere

within the State, a condition generally regarded as favorable to buyers.

There is no question but that the varied requirements of our several municipalities do add up to quite a list. Our real headache, however, has been not so much the multiple requirements as it has been the multiple interpretations of those requirements. With our system of dealer inspection some men interpret the requirements lightly, some reasonably, others with great severity.

The solution of the difficulty by a single state-wide act is not as simple as it sounds for another reason also. If a single set of requirements were established for the entire state, and if they were stringent enough to secure a supply of milk which in flavor, quality and low bacteria count, were sufficiently high to hold our post-war markets, they, inevitably, would work an undue hardship upon the producers of purely manufacturing milk. These producers would have to fix up their barns and milk houses. They would have to meet sediment requirements, bacteria requirements, cooling requirements and flavor requirements far in excess of what they now meet. Such requirements would drive them either into the production of fluid milk or out of the production of milk altogether.

Keep Fluid Standards High

On the other hand, if the requirements were made so lenient that the producers of manufacturing milk had no trouble in meeting them, we would get a supply of milk in the city which would be overwhelming in volume but of a quality which would be bound to jeopardize our post-war fluid sales.

Further, if there were established a state-wide standard of sufficient leniency for the producer of manufacturing milk to live under it, those of us who are producing a high quality milk for fluid consumption would, thereafter, have to forego any premiums paid us above the value of milk for manufacturing purposes. This differential at the present time is not considerable, but in normal times when large amounts of milk are produced for purely manufacturing purposes, it is not unusual to find differentials of as much as \$1.00 per hundredweight between the price received by fluid producers and those of manufacturing milk.

In my judgment what we need, and need badly, is a single stringent requirement for all "B" milk sold within the Philadelphia Sales Area and one whose requirements are uniformly enforced. They must be requirements high enough to give us a fluid milk of prime quality, because only milk of prime quality is going to hold the post-war market.

Guard Our "A" Markets

I have a notion that we will have work to do in the matter of protecting and preserving our Grade "A" markets after the war. Last January more than 19 percent of the milk sold in this area was Grade "A" milk, according to the figures of the Market Administrator. The producers of this milk have gone to considerable expense both in the matter of buildings and equipment and in the actual increased costs in producing their milk. The consumers in Philadelphia appreciate this milk and pay a three-cent premium for it. And, according to the Administrator again, the average premium paid to producers of this milk amounted to 53.7 cents per hundredweight during this same January, 1944.

Until a few years ago, Grade "A" milk was for sale in the City of New York. Then suddenly and mysteriously, certain elements in the market became greatly interested in the matter of Grade "A" milk and laws were finally passed which eliminated its sale in that municipality. Strangely, however, the sale of Grade "A"

milk did not eliminate the sale of premium milk in New York City. The unpleasant publicity, which I am convinced was not a natural business, did temporarily injure the sale of premium milk, but apparently the sale of premium milk is again on the increase in New York. What the agitation really and permanently eliminated was a considerable portion of the premium which the producer received.

Someone Wrote the Doctors

Recently I have discovered that there has been sent out to certain physicians in Philadelphia a letter which reads in part as follows:—

October 6, 1944

Dear Doctor:—
I have been asked to invite expressions of opinions from physicians on a matter of public health.

In some cities it has been customary to offer two grades of milk—Grade A and Grade B. Grade A is a designation limited to milk produced under extraordinary sanitary measures on the farm. It also contains appreciably more butterfat than Grade B. The processing of both grades is identical. But Grade A usually costs the consumer a few cents more than Grade B, and part of this extra cost is due to extra money paid to the farmer for the sanitary measures mentioned above.

There are two conflicting points of view about Grade A:

Argument #1. Grade A is not only richer; it has a lower bacteria count. Whatever the extra sanitation on the farm costs, it is worth while. And we should continue to have Grade A available, especially for infants and invalids.

Argument #2. Grade A is richer, but under modern methods of pasteurizing it is not significantly lower in bacteria than B. The only difference which reaches the consumer is in the butterfat. Therefore, the consumer should not be required to pay for sanitary measures which are not necessary and which do him no good.

If the supporters of Argument #2 are correct, then Grade A can be dropped as a designation, the product without change in butterfat can be called "Extra Rich" or some equivalent term indicating its extra butterfat content. With the costs of extraordinary sanitary measures on the farm eliminated, the price can be reduced. This does not affect the regular sanitary measures in effect on all milk.

The question: Which of these arguments would you support?

There is enclosed a card for your reply, together with a stamped and addressed envelope. No signature is necessary. But I would like to send you a good clinical thermometer in appreciation of your help. Your address will enable me to do that.

Please believe, doctor, that your opinion will be very much appreciated.

Cordially,

In this fashion, and in exchange for a batch of clinical thermometers, (they bring around 89 cents apiece, at retail, in the chain drug stores) someone is attempting to collect an opinion from the medical men of Philadelphia.

Why This Letter

If the results of this poll are sufficiently satisfactory I will not be surprised to see the opinions for which these thermometers were swapped show up in some campaign whose ultimate purpose will be to reduce the premium the Grade "A" producers in this market are receiving.

If the war ends next spring, and if full-time employment does not continue, there inevitably will be surpluses to be handled in this market and in all probability, these surpluses will call for our attention both from a regulatory, and from a physical point of view.

Handling The Surplus

Looking at the regulatory side first, when the Federal Order came in, Inter-State asked for two classes of milk other than that milk which was actually moved from a plant of a fluid buyer to a manufacturing plant. Inter-State proposed a price for this latter class of milk which would be the actual price received for it there, less the actual costs incurred in moving it.

The impact of the war had already been felt in our Philadelphia market by the time the Federal Order was finally issued, however, and this third class was not included in Order No. 61. So far we have managed to get along without it. It is very likely, however, that we will need such a class once the war is over, and Inter-State will have moving it.

From a Member

Mondamin Farm

Mickleton, N. J.

11-30-44

Inter-State Milk Producers' Co-op.

401 N. Broad St.,
Phila. 8, Pa.

Dear Sirs:

I wish to express my appreciation for the efforts made by ones in charge of the grand meetings and banquet held in Philadelphia on the 27th and 28th. I wish especially to commend the ones responsible for the fine banquet and program.

Enclosed is the badge which I failed to turn in on Tuesday.

Very truly yours,
(S) George W. Borden.

the job of seeing that this classification is not one which will encourage the purchase of excess supplies of manufacturing milk in our market but which will act purely as a safety valve during surplus periods.

Coming to the physical side of this surplus milk business, I believe I should tell you that, in evaluating our post-war problems, some thought, naturally, has been given to the wisdom of planning to handle the surplus milk of our members in plants owned by the Cooperative. Our present policy, as you know, is to see to it that the milk of our members brings a reasonable price, that the handling charges deducted by dealers are in line with the actual costs involved and to take care of any "out-of-market" milk from our reserve fund.

In this market we have a dealer pool in which each individual buyer pays on the basis of his own utilizations of milk. If Inter-State, itself, were to handle all of the surplus milk of its members, we would need a minimum of three or four surplus plants located so as to serve the Altoona-Huntingdon area on the west, Philadelphia and Southern New Jersey on the east and the Eastern Shore of Maryland and Delaware. These surplus plants then either would have to stand idle in a number of months of the year or they would have to replace certain of the present plants of our approved buyers. Finally, Inter-State would be obliged to collect all of the monies for the milk of all of its members, pool these monies with the returns received for the surplus milk and pay back to each of

our members a single blended price on the basis of such a pool.

This would cause Inter-State members, in some instances, to receive more than non-member producers delivering to the same dealer, but, in others, it would cause Inter-State members to receive less.

This surplus question is one of the problems in the hands of one of the Committees of your Directors. I have suggested that the most complete study be made of the matter. If Inter-State changes its present policy, the change will be a monumental one. It will be one which we can expect will require the expenditure of very large sums of money before we get through. It is bound to meet resistance on the part of the handlers who now own the plants in this territory. It is one upon which we must have complete unity of opinion before we start and 100 percent backing after we get into it. It is a plan which offers a great deal more hazard for the over-all market-wide cooperative than it offers several hundred producers who organize themselves into a small local cooperative and who have no area-wide responsibilities.

Buyers Have Responsibility

The ultimate course taken by Inter-State in this post-war surplus milk business in all probability will be influenced, very greatly, by the extent to which Inter-State's buyers assume their post-war responsibilities in this market. Inter-State's producers in the past have shown no desire to operate plants just for the sake of operating them, but nothing will drive producers into the handling of their own product like leaving them with all or part of their milk on their hands, or forcing its price down to unreasonably low levels. It is the history of the majority of successful producer-owned operations that producers literally were driven into them.

I have just intimated that the degree of statesmanship which the buyers in this market show will have considerable bearing on the post-war course of Inter-State. The corollary to that is that the statesmanship which Inter-State itself shows in the market will have an even greater bearing on the future course of the Cooperative. Our present relationship with our buyers is excellent and we propose to do everything possible to keep it that way.

When the war is over and our markets grow long again, dealers, of course, must not expect to brow-beat producers. On the other hand, producers must not expect to conduct any witch-hunts among the dealers. This country already is too far split up into groups. The more each of us respects the integrity of the other, the better off both of us will be.

Prepare for Post-War Impact

Certainly we have enough common interest in selling milk in the post-war period for each of us to show a maximum of forbearance and consideration of the other's problems. The trick in the post-war period will be for each of us to conduct ourselves in such fashion that the milk business as a whole will profit and each of the groups whom we represent will, in turn, suffer a minimum of post-war shock.

I believe one of the most important jobs facing producers in this area is some immediate action in the matter of the commercial advertising of dairy products. For years we have done a fine job in the matter of nutritional education through our Dairy Council and each of you is contributing one cent per hundredweight on your Class I milk toward the Council's support.

You remember that I made the statement before you at your Annual Meeting three or four years ago that the expenditure of another penny per hundredweight, on your part, for commercial radio and news-

paper advertising would be a most excellent thing for you to do. My opinion on that matter is completely unchanged today.

Whether or not you ultimately make up your minds as to the wisdom of such a course, however, there is an immediate job which you can do and at very little expense to yourselves. This is to give your financial support to the work of the American Dairy Association.

How ADA Works

The American Dairy Association differs from the Dairy Council in two important phases. First, it is supported 100 percent by producers. Second, it devotes itself to commercially advertising milk and dairy products rather than to work of an educational nature. It does for producers what the dealers do in advertising their product. It does for milk, in a commercial way, what the Dairy Council does in an educational way. The organization is solidly established. It is already supported and operating in 19 of the states in this country and A.D.A. advertisements in magazines and particularly the A.D.A. "Voice of the Dairy Farmer" broadcasts over NBC are nationally known. This A.D.A. radio program is now even being short-waved overseas to our Armed Forces.

The A.D.A. is financed through a deduction made once a year from the milk checks of the producers who have agreed to support it. The deduction is one cent per pound of butterfat produced in the first two weeks in June. On the basis of last June's production which was particularly heavy, this would have amounted to \$1.87 per producer. Part of the fund thus accumulated is spent nationally and part locally.

As the post-war era comes upon us we must exert every power possible to hold and stimulate our sales. In my judgment it is imperative that we go on record in favor of, and that we support this movement. I urge you delegates to give this matter your consideration tomorrow and nothing will give me more satisfaction than to see you begin participation in the A.D.A. program.

I have touched upon some of the personal post-war problems which we individually must prepare to meet and some of the regional ones which Inter-State will encounter. I want now to go on to some of those which must be met nationally.

Co-Ops Must Cooperate

I said, earlier in this paper, that twenty-five or thirty years ago, producers found themselves unable, individually, to cope with their market problems and that they were obliged to organize themselves into regional cooperatives. I believe that, when the present war is over, we milk producers and farm people generally, will find ourselves even more in need of united national strength than we found ourselves in need of united regional strength when we first formed our individual cooperative organizations.

There was a time when a well organized, compact milk shed, with tight walls about it, could get along for quite awhile within its own structure of prices and classifications, even though producers in other sheds were meeting with disaster. But that day is as far behind us as is the Model T car or the bustle! We should know that today, of all times, when even national isolationism is a thing of the past!

Thirty years ago, Philadelphia producers might have held their price structure a good many months after producers in Minnesota or Wisconsin were on the rocks but now, let evil days fall upon the membership of the Land O'Lakes people or the Twin City Milk Producers or the Pure Milk Association in Chicago, and our hour

of trial will be upon us before the month is out.

Thirty years ago most of our local policies and programs were locally made and locally carried out; today a great many of them, as you all know, are made in Washington.

Both labor and industry have sensed this trend and we find each of these groups more powerfully organized today than at any other time in our era. You have seen how organized labor has made itself politically felt in our recent national elections. You have seen how organized labor has made itself economically felt in the matter of the very subsidies, with which we are presently saddled or blessed, depending upon your feeling in the matter.

Agriculture in the United States, Inter-State Milk Producers in this area, you and I as individual milk producers and farmers have no post-war job facing us which is as important as seeing to it that we are adequately and properly represented nationally. We can plan until doom's day here in Philadelphia as to how many classes of milk we will have; whether we will run our own receiving stations or have our dealers run them for us. We can argue and debate about health regulations and battle over the preservation of the Grade "A" premium until we are blue in the face, but unless we, through our farm organizations in Washington, are able in some fashion to speak with more strength and more wisdom than we have ever spoken in the past, once the war is over and the first spurt of civilian buying is over, we are going to find ourselves pretty much out in the cold.

Federation's Post War Plans

Our own Washington organization, the National Cooperative Milk Producers' Federation, is vigorously preparing itself to meet the problems of the post-war period. John Brandt and Charlie Holman continue to head up the organization. I am proud to say that our own president, Ben Welty, is on the Federation's Executive Committee. The personnel of the Federation suffered an irreparable loss this past summer when Charlie Wilson, its brilliant and much loved attorney was suddenly carried off by spinal meningitis. His place, however, has been well filled by John Haas. Louis Herrmann, our present economist is a man of outstanding ability, and recently, Val Sherman has been added to the staff and put in charge of public relations work. I used to know Val in Colorado when he was assistant director of Marketing. He later went with Farm Credit and did an excellent job for them as Editor of the News for Farmer Cooperatives. I don't believe there is a better man in his line in the United States.

And, of course, I have saved the best for last. I am referring, naturally, to Mrs. Margaret Taylor, Charlie Holman's assistant on the Hill in Washington—a woman as brilliant and charming as Clare Booth Luce herself and with an ability to work with the Congress that would stand Mrs. Luce in very good stead.

The Federation's post-war program of

action has already been presented to you in your local meetings. I hope to see you approve it tomorrow.

The Federation is going to have to work still more closely with the Grange. By the way, our own Kenzie Bagshaw is on the Executive Committee of the National Grange. The Grange is going to have to work still more closely with the Farm Bureau and the Council of Farm Cooperatives is going to have to work still more closely with them all. I said last year, and I repeat it now, these times are too serious for prima-donnas among either farm organizations or their leaders! And all of us individual cooperative organizations who expect to enjoy the benefits which cooperatives are permitted in this country must be prepared to observe meticulously the permissions granted us by law as well as the exemptions, otherwise we may not keep these exemptions long.

In this paper, I have purposely pointed out the difficulties which I believe face us in the post-war era. I have done this in no spirit of pessimism, but that we may be prepared for the days which are ahead.

As a matter of fact, I believe that if we, as individuals, as a group, and as a nation can go into the post-war era soberly and realistically, we will be best prepared to enjoy the many certain benefits it will bring. I know that there is not one of you here who has a son, a husband or other relative in the Armed Forces who would not be more than willing to forego, tomorrow, the financial gains of today if only he might be safely home.

And finally, I leave this with you: when difficult days come upon us, let us, as individuals, as cooperatives and as national groups, close ranks and stand together. It will be a silly business for us, who so badly want peace to cease fighting the enemy abroad only to commence fighting among ourselves at home.

Alfalfa Seed Is Scarce

The supply of certain legume seeds for 1945 is short. Alfalfa seed is critically short, while the supply of alsike, red and ladino clovers is better than in 1944.

The supply of alfalfa seed, says C. S. Garrison, of Rutgers University, is only about one-half of normal. This is because of unfavorable seed production years in the West.

In order to hold down alfalfa seed requirements, Garrison suggests preparing a better seed bed, using fertilizer more generously, making mixed seedings of grass and clovers and holding over established hay sods.



This modern two-room milk house has been erected on the farm of Warren L. Eby, Gordonville, Pa. The picture was sent by Luke W. Martin, Goodville, Pa.

Keeping Records Up-to-Date

By H. E. JAMISON, Secretary-Treasurer

THE work of the secretary of Inter-State is such that he must keep in close touch with practically every activity of the organization. This office, being combined with that of treasurer, enhances this situation and brings under its duties the supervision of Inter-State's finances, including its capital reserve of over one-third million dollars. Included are not only the internal affairs of Inter-State but also watchfulness over outside matters that may have a bearing on your cooperative and thereby affect its affairs more or less directly.

Recent developments that seem to be far removed from the interests of individual members have had a rather pronounced effect on Inter-State and even more especially on the work in the Inter-State office. Before getting into the detailed report of the work of the secretary, I wish to elaborate on some of these developments and how they affect Inter-State and may affect you as members of Inter-State.

You have doubtless read of various attacks on the tax exempt status of farmer cooperatives and are wondering what may become of it all. Certain groups of business point to cooperatives as the favored children of the Federal government and imply that cooperatives have no taxes to pay. Such is not the case. Cooperatives must pay any and all taxes that any other business pays, except, principally, income tax and stock transfer taxes. The principal argument of those who would take away the exemption from income tax now granted cooperatives is that this tax exemption constitutes unfair competition.

Keep House in Order

It may be well at this point to comment that we in the cooperative field should take stock of ourselves and if either our corporate structure or the method of doing business is such as to expose ourselves, and other cooperatives with us, to the elimination of this exemption, we had better put our house in order from the inside rather than having it done forcibly by others from the outside.

Whatever financial gains may be made by any true cooperative must be considered as savings for the members, rather than profits for the cooperative, because a true cooperative is non-profit and, therefore, has no profits to be taxed. I would define a true farmer cooperative as one which is an organization of farmers, organized by farmers, to do a job for farmers. To this I want to add that this business of the cooperative be done with farmer-members—no others. If cooperatives generally operated on such principles our organization would be practically invulnerable to such attacks. But as it is, there is some danger of punitive legislation against cooperatives on that score.

What a Cooperative Is

The Federal Bureau of Internal Revenue recognizes as legal cooperatives those which comply with the requirements of the Capper-Volstead Act. But in granting income tax exemption they further specify that more than half the business must be done with members and The Farm Credit Administration informs us that "If organized with capital stock, substantially all such stock, other than non-voting preferred stock . . . must be owned by producers who market their products or purchase their supplies and equipment through the association."

Inter-State need not concern itself much about the provision of doing too much business with non-members, but it must be ever watchful and alert about permitting

too much of the stock to be owned by non-producers.

The Pennsylvania Cooperative Act of 1929, under which Inter-State is organized, precludes the taking in of members who are not producers. Section 6 of that law states that "common stock of the association shall be sold to patrons only; . . ."

The same law carries specific provisions which will permit a cooperative to keep its membership on an active basis, it stating that "the association shall have an option to redeem the stock at par value plus accrued dividends when the owner thereof has for a period of twelve months done no business with the association. . . ."

"Inactives" Are Cancelled

Inter-State has taken advantage of the authority given under this provision and from time to time, about twice each year, has prepared by districts lists of members from whom no commission has been received for twelve months. These lists are sent to the respective directors and fieldmen for checking. Inactive members, who, in the opinion of the director and fieldman, are not likely to again enter the dairy business, are marked for the redemption of their stock and the cancellation of their memberships.

A complete procedure has been worked

out for handling almost every possible situation that may come up in this job of cancelling such inactive memberships. More than twenty special letters have been prepared for use in connection with this work, one for almost every imaginable situation. This should simplify the office work involved in the handling of future lists.

The need for constant vigilance in this respect is shown by summarizing our membership picture from October 1, 1936, the effective date of the first marketing agreement with Inter-State, to the present: From that date to October 31 of this year there have been 12,562 different memberships in Inter-State. On October 31 we had on our rolls 6,598 members and of that number about 5,900 were actually active and dues paying. In a little more than eight years memberships have been cancelled and the stock redeemed of 5,964 members and it is probable that of the 700 or so now inactive most of them will be cancelled within another year.

Our Ex-Members

Of those 5,964 whose memberships have been cancelled for one reason or another during eight years, 1,036 withdrew from membership in accordance with the terms of the marketing agreement, and of the remaining 4,928 it is quite likely that a large proportion have quit the dairy business entirely and are no longer producers. If any sizeable number of them were to remain on our rolls it might be decreed that Inter-State had too many non-producers with the right to vote, and we might then be required to pay income tax on everything above our actual expenses.

Unfortunately, some of our good friends and most loyal members misunderstand this situation or lack vital information concerning it. They have a warm place in their hearts for Inter-State and are desirous of continuing their memberships even after they retire from the dairy business. Obviously, to continue many of them on our rolls would jeopardize our tax exempt status and with it the amount of money available for our needed reserves and, in due time, the amount that would be available to return to you members as patronage refunds.

It is, therefore, the responsibility of each one of us to help inform our membership about this, and especially those who may have sold their herds recently and have retired—or are about to do so. We must educate them as to the real reason why a farmer cooperative must maintain its membership list on an active basis.

25-Year Members to Be Honored

Your Board of Directors has adopted a plan of giving special recognition to our 25-year members, that is, to those with a record of 25 years or longer as a member of the old Inter-State Milk Producers' Association and your present Cooperative, combined. Each such member shall be awarded an appropriate certificate and a distinctive lapel button and with his wife, be the special guests of Inter-State at the next membership dinner held in his district. This distinction is also being extended to families which have a 25-year continuous membership even though it has been in the names of two or more members of the family.

Because of the reorganization of Inter-State in 1936 the work of tracing memberships is made more complicated and we are urging, therefore, that all 25-year members send their names to our office. Such membership records which are in the names of

two or more different members of the family should be reported with the full list of names and addresses of the succession of members. Actually, a family membership can be traced in no other way.

Another matter which I wish to bring to your attention is the need for utmost care and accuracy in our records and in all reports that come to our office. As I mentioned, we had on October 31, 6,598 members and in eight years we have had more than 12,500 different members. We are certain to find among that number many names that are very similar or even that may be identical. In keeping that many records straight we can trust nothing to memory, nor can we take anything for granted. We enter on our records what we know, and if they are then incomplete we try to get the missing information.

Why Accuracy Is Needed

I am sure that were it possible, you and our office staff would both enjoy being personally acquainted. That would eliminate the need for such extreme care in accurately maintaining our records. As it is, however, please bear with us when we write to you as individuals or as Local officers to get some of these details straightened out. That is the only way we can have our records correct.

Another matter in which care is essential is the observance of the by-laws. These, together with the Cooperative Act under which we are organized, constitute a guide for our activities as officers and members. Should any provision in the by-laws become out-of-date, such provision should be changed forthwith and made to fit current conditions, thus helping Inter-State move forward.

As an officer, I feel compelled to observe the by-laws implicitly as they may stand at the moment. It is my feeling that failure to observe the by-laws in an occasional instance makes it much easier to disregard them in other instances that may be of a similar or even a dissimilar nature. A precedent of laxity, once established, is very difficult to stop and can readily lead to a general breaking down of our internal structure and strength, cause a looseness of records and create a vulnerability to outside attack.

Considering the extreme need for watching every operation in order that all our acts and transactions are above any possible question, it seems that one of our strongest bulwarks is a sound set of by-laws carefully and implicitly observed. The observance of such a policy is, I feel, a distinct protection to our non-profit status as recognized by the Bureau of Internal Revenue.

During the fiscal year ending August 31, we placed 703 new members upon the rolls of Inter-State. This number included 76 transfers. During the same period 509 names were eliminated from the membership rolls, including 76 transfers and 57 withdrawals which were made at the request of members. The membership at the end of the fiscal year was 6,803, an increase of 194 over the previous year.

The Election of Directors

The terms of seven directors expired at the time of the annual meeting a year ago. The delegates in six of the districts affected re-elected the directors then serving them, as follows:

- | | |
|------------|--------------------|
| District 5 | J. W. Keith |
| " 8 | Furman H. Gyger |
| " 10 | J. Lawson Crothers |
| " 13 | H. B. Stewart |
| " 19 | John Carvel Sutton |
| " 21 | Coy E. Meakle |

and in District 23, Frank C. Pettit was newly elected to serve for a three-year term.

The terms of seven directors expired this fall and, at elections held by the newly elected delegates in the districts those directors represented, the following have

been re-elected for three-year terms:

- | | |
|------------|---------------------|
| District 7 | H. K. Martin |
| " 9 | H. B. McDowell, Jr. |
| " 12 | W. H. Jump |
| " 15 | H. W. Wickersham |
| " 25 | B. H. Welty |

and in two districts new directors were elected for similar terms, as follows:

- | | |
|------------|-----------------|
| District 1 | H. D. Allebach |
| " 4 | W. Carl Collins |

Since the last annual meeting, the Board of Directors has held ten regular meetings and one special meeting. A two-day meeting was held early in October, in place of the regular September and October meetings, at the second day of which the entire field staff and presidents of secondary markets were present and the general outline of programs for local meetings was discussed. The Executive Committee held four meetings during the year.

District dinners continue to be a popular event with Inter-State's membership. Last year 23 such meetings were held and the total attendance was 3,804. Good programs

are arranged by the District people which give the members and their guests plenty of food for thought. In fact, reports reaching us indicate that several other dairy marketing cooperatives are adopting a similar program as an effective means of getting to the membership much basic information about milk marketing and what their organization is accomplishing.

In closing this report, I want to say that in spite of the manpower, or should I say girl power, shortage, and the difficulty of getting supplies and equipment, we have been very successful in maintaining the office on a high standard. We have gotten our work done, sometimes under difficulties, of course, and though naturally not always letter perfect, we have maintained a standard which would be considered highly efficient under almost any gauge that might be devised. This success can be attributed not only to the excellent spirit and ability of our staff but also to the splendid co-operation given by our members and delegates when they are called upon for help and information.

Your "Review"

By H. E. JAMISON, Editor

YOUR REVIEW is the official publication of Inter-State Milk Producers' Cooperative. As such, it is sent to all members. It can be and is used as a means of sending official notices to all members.

You probably noticed in the November issue the official call of your annual meeting, issued at the order of the Board of Directors and signed by Mr. Welty and myself as secretary.

Also in the July issue, we carried notice of certain proposed changes in the by-laws. Under our by-laws and the Cooperative Act of 1929 under which Inter-State is organized, it is required that notice giving the proposed change be sent to all members. It is proper to carry the notice in the official publication of the Cooperative. Following the publication of these proposed changes, they were acted upon and approved by the Board of Directors and were again published in the September issue. In this manner all members of Inter-State were brought up-to-date on the exact wording of these changes. All amendments to the by-laws have been brought to the attention of Inter-State members in this manner.

Free Advertising for Members

In general, there has been very little change in the REVIEW in the past year. The report given you at the 1943 annual meeting and published on page 24 of the December, 1943, issue, could, with very little change, be used over again this year.

I do want to call to your attention two new features of the REVIEW. One, a regular feature, is the carrying of free advertising for members of Inter-State. These advertisements are of the classified type and are limited to members who are paying commission and who are advertising goods or services produced on their own farms or are advertising for supplies, material or help wanted. In other words, this offer of free advertising is not available for even a member who wishes to advertise products or services for which he is a salesman, but to our members as farmers. Another feature is annual in nature, the publishing of a yearly summary of the high-points of the work of Inter-State and of the happenings in the milk markets served by Inter-State. This appeared as a double spread in the January issue, covering

1943 developments.

We, of course, are continuing the practice of carrying a complete report of Inter-State's annual delegate meeting in the December issue, thereby getting this report to any and all members of Inter-State. Last year's Annual Meeting special issue required 32 pages, which is twice the usual size. We urge you to preserve your copy of the 1944 Annual Meeting special issue when you receive it next month and, should you anticipate a need for extra copies, let us know in advance in order that we can have them printed in one press run without waste. We, of course, will print a few extra copies of that issue, but with the paper shortage, we must be conservative in this respect and therefore cannot assure anyone of getting extra copies unless they are ordered before we go to press on December 15.

We have kept you informed of developments within Inter-State and within the Philadelphia market and our secondary markets. We have informed you of legislative matters at Washington affecting farmers in general and dairymen in particular and, in "legislative" years, given you similar reports from our states. We have told you of the oleo industry's attacks on dairying and what is being done to checkmate those attacks. We have kept you posted on Dairy Council work and its operations. We have carried commercial advertising of products appropriate for use on dairy farms.

Express Your Opinions

If, at any time, any of you have products to advertise, write out your advertisement, send it in, and, granted it is within the rules, we will carry it in the next issue. Also please feel free to write to us on any matters you feel might be of interest to readers and whether you agree or disagree with any position previously taken. Letters from our members constitute a measure of your watchfulness of and your interest in Inter-State.

Mrs. Taylor Informs Women How Inter-State Meets National Problems

It is a pleasure to be present at your annual meeting as a representative of the National Cooperative Milk Producers' Federation. Particularly I like having an opportunity to talk to farm women because I believe the women who understand so well the problems of producing and marketing milk should know as much as possible about the activities in Washington that are necessary to protect the interests of the dairy farmer.

You are all members of the national federation through your membership in Inter-State Milk Producers' Cooperative. Inter-State meets its national problems through the National Cooperative Milk Producers' Federation, just as you as individual producers meet your marketing problems through Inter-State.

The Federation is a group of 68 farmer-owned and farmer-controlled dairy cooperatives. It came into being in 1916 out of a need felt by scattered dairy cooperatives for a common medium of keeping in touch with one another. Old Inter-State—of which your organization is the successor—was one of the first associations to become affiliated. In those days a leader in Inter-State was Mr. Frank P. Willits, Sr., and he became the first treasurer of the Federation, a position which he filled for many years. Mr. Willits is today an honorary life member of the Federation's board of directors.

Federation's History

The Federation has always drawn freely upon the leadership and ability in your association. Your president, Mr. Welty, is a member of the executive committee and helps formulate and direct national policies.

To understand how your cooperative meets national problems you must know about the Federation. In 1920, at the time its Washington office was opened, there were eight member associations. Through the years it has grown until today there are 68 member associations with more than 300,000 farm families living in 44 states.

Along with its growth in membership its activities have expanded to meet the needs of changing times. We have various departments—legal, economic and statistical, priorities, educational, and publicity, along with the legislative. Calls are received daily by these departments from member associations, members of Congress, the departments and bureaus of the Government, and individuals—all seeking factual information concerning dairy products or the problems with which dairy farmers are concerned. Today, with dairy products considered strategic materials and everyone interested in maximum production, ours is a busy office indeed.

Its Washington Home

You will be interested in hearing about the home the Federation owns in Washington. The house at 1731 "Eye" Street is a four-story red brick building, built in 1840. This section of the Capitol was for years one of the fashionable residential sections, and our building has been the home of many notables, including John Wanamaker, when he was Postmaster General. The property was purchased by the National Board of Farm Organizations in 1919 and from them by the Federation in 1931.

The building shows no signs of age but retains its air of dignity and solidarity. From the polished brass knobs at the front



Mrs. Margaret K. Taylor, director of the educational department, National Cooperative Milk Producers' Federation. A summary of her talk before the women's session of Inter-State's annual meeting, on November 27, appears on this page.

steps to the top of the building, everything is polished and shiny. The fine woodwork and hard wood floors are just as they were years ago, and most of the old fireplaces which were used to heat the 17 bedrooms, as well as the first floor, have been retained. The Federation occupies the first floor, where the living rooms, dining rooms, ballroom, library, den and butler's pantry make a large, airy suite of offices. The upper floors are rented, and among our tenants are the National Council of Farmer Cooperatives, and the Washington Milk Marketing Administrator.

With this picture of where we work, I would like to explain to you how the Federation works for dairy farmers.

When the Federation office was opened in 1920 its work was entirely with national legislation. Today, even though we perform many other services for our members through our various departments, the major part of the time of all the staff is still devoted to work connected with legislation. One reason for this is that Congress makes the laws which direct and regulate the various departments and bureaus.

Policy Carefully Considered

Our legislative policy is based on the resolutions of our annual meeting and special national meetings. When necessary, legislation is initiated in our office to carry out the program. Bills are drafted and given

to members of the House and Senate to introduce and sponsor. These members are selected for their interest in the subject, their position on the committee which will handle the bill, and for their leadership and standing within the Congress.

When Congress is in session, the Congressional Record is published daily. It carries a detailed account of every word that is said on the floor of the Senate and the House, and also reports bills introduced and reported from committees as well as notices of hearings. Each morning my first duty is to read the Record. I order all bills of interest to agriculture.

When agricultural bills are introduced we work with the author and help perfect the bills so that the dairy farmer will benefit most. With major bills, administration bills such as those dealing with food, feed, farm labor, subsidies, appropriations—we work with the committee heads on policy.

National Legislative Work

We try to amend bills to perfect them, then either support or work for their defeat, as the case may be. Mr. Holman or a representative of the Federation always appears at hearings on important agricultural bills. Frequently we organize hearings before sub-committees of the Senate Committee on Agriculture in order to get our views through our witnesses to the members of the Committee, the Congress, and, through the press, to the country. Committee hearings really serve as a sounding board for public opinion.

Many people feel that bills go in the mill and come out laws. That is true, but many things affect the form in which they become law. Not the least are letters to the Congressmen. One of the most effective ways in which your cooperative can meet national problems is through educating the representatives in Congress from your territory. The leaders of your cooperative—through letters, telegrams and personal contacts—can explain to your representatives in Congress what you need and want. But the average congressman also wants to hear from his constituents. Members of Congress are very susceptible to letters from their people back home. They are anxious to have such communications.

Important to All of Us

Thus you, and other women of Inter-State, can work closely and effectively with your natural organization. It is not a thing apart, but something which is very close to you—in importance, at least. As dairy folks we have many problems ahead of us during the rest of the war and particularly in the post-war period. Your two organizations—Inter-State and the Federation—will adopt definite policies to meet these problems. It is our responsibility—the responsibility of all members and all employees—to know and understand these policies so that we can most effectively plan our parts in cooperative achievement.

EDITOR'S NOTE: Mrs. Taylor also discussed in detail some of the problems referred to above. In the interest of conserving space—and because these subjects are covered elsewhere in this issue of the Review—Mrs. Taylor's discussion of them is omitted.)

Hippocrates, father of medicine, prescribed milk for health in 360 B.C.

Greetings to Inter-State College Heads, City, WFA Officials Address Banquet Guests

GREETINGS were brought to Inter-State members and guests attending the annual banquet by the deans or their representatives from the agricultural colleges in the four Inter-State states. Their remarks were brief and are printed herewith in full.

Greetings from the city of Philadelphia were extended to the banquet guests by Dr. Myer Solis-Cohen, assistant director of the Department of Public Health of the city of Philadelphia. His comments are also printed herewith.

From GEO. L. SCHUSTER,
Dean and Director, Delaware
Agricultural Experiment Station,
University of Delaware.

THE present indicated milk production for Delaware for 1944 is 152 million pounds. That is a lot of milk, but it is one million pounds more than was produced in 1943 and five million pounds more than the 1937-1941 average. This has not been an easy task. It has only been by the sweat and toil of you and your family that this has been accomplished.

You have spent many extra hours, worked under conditions of labor shortage, farm machinery shortage, and feed scarcity, and yet with careful management you have delivered. You are aware of the need for substantial, nourishing food during these war times and have not been found wanting in making your contribution toward the national effort.

General Eisenhower has appealed for more support from the home front. There is no such thing as absenteeism in the dairy business. It's a seven-day week, fifty-two weeks per year job, and you have been on the job.

The goal for Delaware for 1945 as set by the State goals committee is 1,000 more cows and a four percent increase in milk production or a total of 158 million pounds. This is an increase of 50 to 60 pounds per cow, which means more efficient dairy management. A good pasture season would bring this about. The feed situation seems to be easing slightly and present indications are that this goal can be met.

Congratulations on your record of performance and may you have the strength and assistance to carry on.

From DR. WM. H. MARTIN,
Dean and Director, New Jersey
Agricultural Experiment Station,
Rutgers University.

WHEN the laurels are being awarded for civilian contribution to our stupendous war effort of the past three years, my nomination for first honors will be the loyal, steadfast, tireless farmers of the United States. Only time will disclose the full significance of food and fibre in the victory of the United Nations, but we know enough even now to appreciate that American food, no less than American planes, tanks and guns, has played a vital role in sustaining the magnificent efforts of those who fight for freedom in every quarter of the globe.

Among the farmers, probably no other group has had to overcome obstacles as great as those you dairymen have met. By long hours of backbreaking toil, by patriotic sacrifice and Yankee ingenuity, you have made up for shortages of skilled labor, of feed, of gasoline and rubber, of nearly everything that enters into the production and marketing of milk.

Cold figures tell the story: Nationally milk production has been pushed up to 114 percent of the pre-war average; for the Northeast, where scarcities and economic handicaps have been perhaps most acute, the gain has been 107 percent; for my own state of New Jersey the figure is 112 percent.

Yet these figures give no hint of the human side of the story—they tell us nothing about the farmers who have come back from well-earned retirement to take the place of young men called to the colors; nothing about the wives and young boys and girls who have pitched in to do a man's work from before dawn 'til after dark.

We cannot relax our efforts now. A long and bloody conflict remains to be fought, in Europe and in the Pacific. But with the record that you men, and others like you all across the land, have written since Pearl Harbor, we can look ahead with far more confidence than we could three years ago, for you have proved that farmers today are of the same sturdy stock as those who fought and died at Concord and Lexington.

From DR. T. B. SYMONS,
Dean and Director, Maryland
Agricultural Extension Service.

I AM bringing greetings from the University of Maryland and the State of Maryland and from the county agents of Maryland to this association which is functioning so capably under the management of Henry Hoffman and the Board of Directors.

This country and the world is thinking of cooperation in clearer terms than ever before, which should be an impetus to cooperation in production and distribution of food supplies.

Cooperatives will be placed on trial to a greater extent than ever before in the post-war period. Recognizing that winning the war is the first consideration, I urge that attention be given to ways and means for handling the increased production following the close of the war. Along with expansion in uses of dairy products during the war, food habits with respect to consumption of dairy products have changed, due largely to rationing. In making the adjustment that seems inevitable when peace comes, it appears that efficiency all along the line, including production and distribution, will be a prime essential.

While we believe in free enterprise, we in Maryland feel that an essential factor of free enterprise among producers is the ability to cooperate freely in the production and marketing of their products. This Cooperative and others like it have demonstrated conclusively that such action is in the interest of both producers and consumers.

Tribute is also paid to the progressive leadership and work that is being done by the Philadelphia Dairy Council. We deplore the fact that work of such character is not being conducted in Maryland.

From DR. F. F. LININGER,
Director of Pennsylvania Agricultural Experiment Station.

ON BEHALF of the School of Agriculture of The Pennsylvania State College it is my pleasure to greet you individually as farmers and collectively as the Inter-State Milk Producers Cooperative. We thank you for your hospitality. We like to feast with you, and we say sincerely—we like to work with you.

In the past, Inter-State established a long and enviable record of service as a farmers' organization. Among other things it has pioneered in the fields of even production, quality product, consumer education, and a loyal and informed membership.

In the present crisis, along with other farmers, you have each year produced record breaking supplies of food. Indeed, America is the bread basket, as well as the arsenal of democracy.

In the future is your challenge. Progress comes not from looking backward or from counting present gains.

"New occasions teach new duties;
Time makes ancient good uncouth;
They must upward still, and onward,
Who would keep abreast of truth."

In postwar years, new duties can best be performed by strong, dynamic, farmer-owned and farmer-controlled cooperatives. Keep abreast of the times by seeing to it that Inter-State always is such a Co-op.

From MYER SOLIS-COHEN,
M. D., Assistant Director of
Public Health, Philadelphia.

IT is a great pleasure, in the name of the City of Brotherly Love, to welcome you to Philadelphia and to acknowledge the great debt our citizens owe the Inter-State Milk Producers for furnishing them with clean, nourishing, good-tasting and safe milk.

You are especially to be congratulated for your part in the war effort by maintaining your high standards of both quality and quantity, despite shortages of help and other difficulties.

The Director of Public Health, Dr. Rufus S. Reeves, would have liked to have delivered this welcome himself, but he is at this moment presiding over the Cancer Forum.

It therefore is left to me to express the appreciation of the Department of Health for your constant cooperation throughout the years in improving Philadelphia's milk supply. It is through this cooperation, made after a great personal and financial sacrifice to many of you, that Philadelphia has always been able to keep its high rank among the cities of this country in the quality and purity of the milk supplied to its citizens.

On such an occasion as this it is fitting to recall that, with your cooperation, Philadelphia, through its Health Department, was among the leaders to demand milk from only tuberculin-tested cows. This has resulted in the disappearance from our midst of scrofula or gland tuberculosis and in a great lessening of bovine tuberculosis.

Philadelphia was also among the first to require pasteurization of its milk supply. Since then we no longer see the dreaded cholera infantum and mothers have forgotten the great fear they used to have of their babies' second summer. Other milk-

borne diseases have practically vanished from the scene.

Thirty years ago our city was among the first to have real sanitation on the ordinary dairy farm, which was quickly followed by a rapid drop in the number of bacteria in the milk.

There is no more opportune time than the present to state publicly that you, the men who sit before me, through your organization have been one of the first groups of milk producers in the United States to have seen the wisdom of producing a fine quality of milk and to have worked with your buyers and with your official agencies in producing that fine quality of milk.

From DR. TOM G. STITTS, Office of Distribution, War Food Administration.

THE dairy industry's share in winning the war may not be tallied in each day's war communique, but it is measurable—and significant—all the same. The health and strength of our Armed Forces is one good measuring rod. The vigor and energy which has helped our civilian population set "miracle" records of war production is another. And in building and maintaining physical well-being, no food is more valuable than milk.

During this war, all dairy products—fluid milk, butter, cheese, evaporated milk, dried whole milk, ice cream, dried ice cream mix, non-fat dry milk solids, and milk sugar—have been purchased in large quantities for our own servicemen and for our Allies. Never before have dairy products played such an important part in building up a war machine, and never before in time of war have our own armed forces been given such complete and nourishing diets.

Progress in the science of nutrition is partially responsible for the new emphasis on milk during this war, as compared with 1917-1918. But progress in terms of what one individual dairyman can produce and in the field of processing milk for overseas use also has been important.

Since 1939, American dairy farmers have increased milk production from 106 billion pounds to an estimated 118½ billion pounds in 1944. That this has been done during a period when farm labor was short, when new machinery and equipment was rationed, and when feed was sometimes scarce and never plentiful makes the job accomplished even more remarkable.

What Dairymen Have Done

Dairy farmers have contributed directly to the war effort in other, if less tangible ways, too. They have complied with War Food Orders restricting the sale of milk and cream, for instance, in order that more milk might be sent to processing plants. And many dairymen have departed from long-established practices of separating milk on the farm and selling only farm-separated cream in response to the War Food Administration's urgent plea for larger whole milk deliveries. Thus, the total increase in the quantity of milk available for war use is even larger than the 12½ billion pound increase in overall production would indicate.

Dairy manufacturers have done an equally efficient job. They have increased production to the point where requirements for processed milk products for the largest AEF in history are now being met—very largely if not in full. Some industries have started practically "from scratch." The dried whole milk industry, for instance,

which turned out less than 20 million pounds of milk powder before the war is now producing at the rate of 185 million pounds a year. Significant increases also have been made in the production of cheese, evaporated milk and nonfat milk solids and of other dairy products important in the war effort.

Altogether, the equivalent of approximately 25 billion pounds of fluid milk have been supplied to the Armed Forces and to our Allies.

At the same time, supplies of milk and milk products for civilians have been on a high level based on pre-war experience. Although domestic consumption of some of the manufactured dairy products has dropped—primarily because these are needed in such quantities for overseas use—consumption of fluid milk was at an all-time high this year. Preliminary estimates indicate consumption may be as much as 25 percent higher than during the 1935-39 period.

All this adds up to the fact that the Dairy Industry has made a real contribution to the winning of the war and that producers in the Philadelphia area naturally share in this victory on the home front. The dairy farmer and all those associated with him in transporting, processing and distributing milk and dairy products should be proud of the record.

Our 1944 Annual Meeting

(Continued from page 3)

Interstate Farmers' Council; H. C. Nuttle, President, Southern States Cooperative; Ralph Irwin, Head, Bureau of Milk Sanitation, Pennsylvania Department of Health, and G. A. Boger, President Lehigh Valley Cooperative Farmers.

Guest of the Evening

The speaker of the evening was introduced by one of Inter-State's own members, **Hon. Marion D. Patterson**, Hollidaysburg, Judge of the Supreme Court of Pennsylvania. With a few brief well chosen remarks he introduced **Walter D. Fuller**, President of the Curtis Publishing Company, to the banquet guests. Mr. Fuller was very well received. His talk "Our New Horizons" appears in full (except for some interesting "asides") on other pages. Mr. Fuller looks forward to the post-war period with optimism. He sees a real job ahead but is confident that, with proper incentive, Americans can rise to the occasion and advance to new heights in the post-war period.

The Tuesday morning session of the delegate body was given over primarily to actions on resolutions. They elected Inter-State's eight representatives to the Dairy Council Board of Directors, these being the executive committee of Inter-State—**Kenzie S. Bagshaw**; **W. H. Jump**; **J. W. Keith**; **Frank C. Pettit**; **John Carvel Sutton**; **B. H. Welty**; and **Howard W. Wick-ersham**; with **Frank P. (Daddy) Willits** the eighth member.

At this session the delegate body was informed of the action of the directors at a meeting held that morning on the election of officers with each of the officers being re-elected for a one-year term.

The number of resolutions was not as large as at some previous meetings. All resolutions approved by the delegates appear in full on page 29. Two of the resolutions deserve special mention. One endorsed the American Dairy Association program and paved the way for bringing producers in Inter-State territory into that promotional organization. Another resolution urged sound sanitary regulations and the uniform interpretation of them.

Give Heifers Good Care

In too many herds, the first calf heifers are not given an opportunity to show what they can do in their first lactation because their bodies don't have enough stored nutrients. When this happens, some of the animals are often condemned and culled prematurely.

E. J. Perry, extension dairyman at Rutgers University, says that a group of heifers can look to be in good physical condition, yet be lacking in enough stored nutrients to carry them through the ordeal of calving and the demands of the 10-month milking period. "Such animals are more in need of grain than cows, because they must continue to grow after they begin milking."

"The quantity of grain to feed such heifers beginning about three months before freshening should depend somewhat upon the character of the roughage. Two pounds a day is enough at first. This should be increased gradually until five or six pounds are eaten. The plan must be to have the animals in good flesh but not fat. Some farmers are using the commercial fitting rations which are on the market for this purpose and others are mixing their own with home-grown grains."

Some American and British soldiers were looking at the molten lava inside of Mt. Vesuvius. An American remarked:

"Looks hot as hell."

An Englishman mumbled under his breath: "You Americans have been everywhere."

The Sixth War Loan Drive is over—but the war isn't. Buy bonds and keep on buying them to help bring the boys home sooner.

The chances are about ten to one that the person who slaps you on the back is trying to make you cough up something.

"Our New Horizons"

By **WALTER D. FULLER**, President, Curtis Publishing Co.

I AM very happy to be here tonight because I know it is a distinct honor to be invited to address Inter-State's annual banquet.

And I am happy to be here, too, because it gives me an opportunity to talk about what the businessmen of America are thinking regarding the future—about jobs and customers; about production and marketing; about new products and opportunities; and about progress and prosperity.

These are the common problems of all of us. To attain that better world we talk so much about we must solve them together. Like most businessmen today, whether they are businessmen of the city or businessmen of the farm areas, I hope that such discussions of these broad national problems will lead to a new era of better understanding and cooperation. After all, we are all producers and we are all consumers. Production and consumption are not matters of locality or occupation. Also, we need, in this country, a new unity of purpose of all groups—a new unity of purpose for a better America.

We need to get together, all face forward, and swinging in step, march ahead to new heights of American living and prosperity, whether we call ourselves labor, farmers, businessmen or something else.

We can keep on being "isolationists" at home, trying to build walls around our group interests, and trying everlastingly to protect special interests,—but if we do that, we will never reach the promised land of a united, happy and prosperous America—a land of opportunity and economic security for all.

Follow Golden Rule

In the days to come we must have peace and friendship among ourselves if we are to lead the world to a proper and lasting peace. There can be no end to isolationist thinking in the world if people, in their relations with one another, practice isolationism at home, jealously seeking, without regard for the Golden Rule, to protect their segments of society.

Maybe you think this is too idealistic—this joining together for the common good. For several years I have been doing considerable work along the line of harmonizing the thinking of educators and businessmen. If it can be done in that field it can be done anywhere. The split was pretty wide. Some educators had come to believe that businessmen were hopeless reactionaries and many businessmen, in turn, believed that teachers were wild-eyed radicals.

That picture is changing rapidly. Today in hundreds of communities the teachers and businessmen sit down regularly and talk over their common problems. They find that they agree on much; disagree on little. They are coming to understand each other. They are coming to recognize that they need each other's help to solve many of their problems.

Life Is More Complicated

Most of us here tonight can recall the time when this was a closely-knit country and when no one group, or class, or creed, was trying to wrest power from the others. We have paid a dear price in friendship, neighborliness and understanding for our present complex civilization, especially in the cities. Frequently we don't know our next door neighbors. Nevertheless we call it "progress." The trouble is, we as individuals haven't found out how to adjust ourselves properly to the changes we have brought about. There is no use wishing to go back to a simpler life, because it can't



WALTER D. FULLER

be done. So it is up to us to find a new way to friendship and understanding.

Fundamentally, the changes haven't been so great. We are still dependent on each other. The man in the city still relies on the farmer for everything he eats and wears. And soon he will rely on him more and more for a great many new and better industrial products developed during this war. All the people are increasingly a market for agriculture and agriculture's hope for greater opportunity and prosperity. In turn, city dwellers can be prosperous only as the farmers succeed. The truth of that is obvious.

Our Nation Is "One"

Let's quit fooling ourselves. What basis is there for assuming that like all Gaul we are divided into three parts—one labor, one producer and one consumer. You can no more divide the public into segments, properly, than you can separate your body into three units. Don't we all labor, whether we wear a blue shirt or a white one, work on one floor of a building or another, live in the city or on a farm? Don't we all produce, whether it is in a field, a factory or an office? Don't we all consume the things that all of us produce?

How then can it be said that the problems of employment and payrolls, of markets and production, of better living for all, are the special problems of just a few? Are we fighting this war for the benefit of one group of our people over another? Or are we fighting this war for the preservation of our

American way of life and all that it means and for the right to improve it?

The sons of all American people are fighting this war. They are fighting side by side, regardless of class, race, creed, or whether they were consumers or producers. And we are winning this war. The rest of us are all working together, side by side, to produce the war winning weapons. And we are winning the production part of the war. When peace comes, we will win the war against depression—or we will fail—we will make further progress and have greater prosperity—or we will fail—depending on how well we work together and fight the common enemy. And if we win, we all win together, while if we fail we all fail together—there is no halfway choice.

Together we have done a great job in America in these war years. We have turned the tide of battle toward a United Nations' victory—an undeniable victory, which, God willing, will come soon.

Out-Produde Our Enemies

We Americans have outproduced the aggressors, with their ten year head-start. We have out-fought, out-invented and out-smarted the Nazis and the Japs. And American agriculture has had a brilliant share in the coming victories. Even your early critics have had to admit that a miraculous job has been done on the farms. You have fed our Armies, sustained our Allies and at the same time we at home have had more than sufficient to eat. And you have done all this with less than normal help on the farm and with a scarcity of machinery.

But, as you well know, your job doesn't end when the war ends. Nor, indeed, does the job of American management. Peace will bring new problems for all of us—problems as great in their time as any we face today.

With ample labor, new farm machinery and the other essentials, agricultural production in the postwar period can be expanded tremendously. Can we expand consumption to keep pace? How will we keep busy all of our new industrial plants, as well as the old factories in production of peacetime goods? Where will we find jobs for all those who want to work?

Those will be the new problems. Also they are the same old problems that we faced in the years of the depression. War has simply magnified them by increasing our potential production.

We didn't solve these problems in the thirties. We just swept them under the rug during the war. How are we going to solve them in the forties?

First, we must handle them differently. An economic force is an irresistible body. You can't temporize successfully with it. Nor can you twist it around to move in the other direction. These are defensive tactics and we were on the defensive in the thirties. Defense never won a battle and defense won't win this one. We have again proved one fundamental fact in this war—offense is the way to win victory.

Expanded Markets Needed

Let's look at the situation logically. The principal problem of the coming peace is the problem of greatly expanded markets. If we meet and solve that one, we will solve all the others—the problems of employment, of a higher standard of living, of opportunity, of economic security, of meeting the public debt, and the others.

The production problem is licked, on the farms and in the factories. We know that

we can produce more than we have ever consumed. Whatever it is that is wanted, we can make it and we can grow it. But what then? Shall we let these products of our sweat and brain rot and rust in a warehouse or in a store?

The thing we need to do is raise our sights, to create greater wants for things. We need to realize that we are a bigger America than we ever were before. We can't go back to 1930. We can't put America back in a 1930 model economy any more than we can put those fighting boys of ours back in knee pants.

The America of the coming peace will require a bigger suit of economic clothing than we have been thinking about.

If we contemplate that fact we will see that there not only must be, but there is a bigger peacetime market than we have anticipated. But is it big enough? Agricultural production, per worker, for the country as a whole averaged 25 percent more in 1940-43 than in the 1935-39 period. Our goal must be at least that high in peacetime, when there will be more labor and more modern machinery available. Certainly we won't make progress by going back to the 1935-39 level.

Better Income Means Better Living

For one thing, people are eating more. In these war years, even in spite of rationing, people have eaten more. At least, the people of the low income level have purchased more food and other essentials. Families with an income of \$2,000 or \$2,500 a year, just naturally eat better than families with an income of \$1,000 a year. And one of the first places to feel this effect is milk.

The businessmen of America know that every possible move must be made to insure that the income level does not decline, when the war is won. Any continuing recession would be a national calamity. To have more and more people making more and more money is national enlightened selfishness. You can count on it that the majority of businessmen will do everything possible to provide a fat Saturday pay envelope. And not only that, but to provide through planning, ingenuity, aggressiveness and enterprise, a continuity of employment. Businessmen know full well that people who have job security are not afraid of the future. They readily buy what they want and need. And that willingness to buy is what we must have to lick another depression. It is fear of the future that puts the brakes on our economy, and brings on eras of want amidst plenty. There never has been and never will be a depression when people have confidence in the future.

Such confidence is the difference between "markets" and "purchasing power". There is a lot of confusion of those terms in America. "Purchasing power" is simply money in the bank. But a "market"—that's money in action. "Purchasing power" is only a potential. Markets are dynamic. A miser can have purchasing power—but he isn't much of a market.

We Need Markets

We'll have plenty of purchasing power in the days to come. There will be more than a billion dollars—money accumulated by individuals in these days of war. That's the greatest backlog ever to bless any economy. And there will be a great backlog of unfilled wants and needs.

People with a nest egg will be ready, willing and able to buy out of their current income. There will be no need for them to save each week for a rainy day. They will have more spending power than ever before.

All of this will help the farmers, directly and indirectly. Not only will they be able to eat more, but in satisfying their appetites for other things, they will provide jobs and payrolls in other lines—in indus-

trial production, distribution, selling, etc. Yes, notwithstanding the backlog, we will have to sell to keep the money flowing. Otherwise people might be inclined to stack it up in the bank vaults and we would simply have purchasing power without markets. Selling will have to do the job of getting people to buy the things they want and need, continually providing new desires.

There will be new and better products to help stimulate wants and needs. But they will have to be "sold" and people will have to be told the new advantages and the better living they provide.

The first World War stimulated inventiveness which gave us new products that added a billion dollars annually to the value of production. The new products stemming from this war will far exceed that figure.

A "Thumb Nail" Sketch

Walter D. Fuller's first contact with the Curtis Publishing Company was as a school boy in Norwich, Connecticut, where he sold the Saturday Evening Post. He took a position with the Curtis Publishing Company in 1908 and advanced steadily with the firm, being made president in 1934 and chairman of the board in 1937.

Honorary degrees have been awarded Mr. Fuller by Ursinus College and Hahnemann College. He is a director or trustee of numerous business enterprises and educational institutions.

Mr. Fuller's prestige in the business world is evidenced by the fact that he is a director and past president of the National Association of Manufacturers and is chairman of the committee of economic development for Pennsylvania, New Jersey and Delaware.

There have been more than 100,000 new inventions in these war years, most of which will have peacetime application.

Dr. Charles M. A. Stine, vice president of duPont, has said that our world of 1940 has been made an antiquity by the progress squeezed into a few months. He said recently that developments in science and research which ordinarily might have taken half a century have come about since Pearl Harbor. Every phase of man's existence is due for improvement—and, let me add, each improvement means more jobs and better customers for agriculture. We have found ways of using new materials, of putting old materials to new uses, of making things better and cheaper and of improving production methods in industry and agriculture.

Science Is Making Discoveries

There are going to be a lot of rabbits pulled out of hats when the war is over. I am told there will be paint brush bristles originating in a pile of milk. Don't ask me how, because that's too scientific for me. They are talking about a highly concentrated apple juice extract for flavoring; a coating for wood that is cheap, heat resistant, and insoluble in alcohol derived from the potato. Scientists are finding more uses for grains and new products that can be made from them, just as they have from wood. I imagine most of you are familiar with the tremendous new field of products opened up for wood. Someday wood may be a regular fast-growing crop for the farmer. Some day we may have wood and grains as important direct sources of our rubber, plastics, powder, oils, medicines and motor fuels.

MILK PRODUCERS REVIEW

But that is only one direction of the possibilities ahead—and let me re-emphasize the importance of the businessmen of the farm and city cooperating both for mutual benefit and a better world. We have only barely touched the possibilities.

Just as pasteurization helped improve the marketing of milk, so there now seem to be new possibilities in the frozen food field. Perhaps I am in the field of speculation here, but I am told that quick freezing, which is just beginning to scratch the surface of its marketing possibilities, may open tremendous new markets for milk. In fact, the idea of a quart of American milk for every Hottentot may some day become practical.

There is the possibility, too, that through the quick freezing method the farmers can level off the peaks and valleys of seasonal prices by maintaining a steady supply for the market at all times.

You members of Inter-State have done a great deal already in leveling the peaks and valleys of supply and providing a more orderly marketing procedure. You people in the milk industry—producers and distributors—have clearly demonstrated that the problems of distribution of agricultural products to the consumer can be solved. And distribution is going to be one of our big problems of tomorrow. The distribution system has been pretty badly wrecked by the war. Certainly in putting it together again, if we can find ways and means of making it more efficient, we shall have accomplished a lot.

Distribution Makes Jobs

It is no solution simply to say, arbitrarily, that distribution costs too much. Distribution is a matter of jobs. It is never wise nor constructive to go out and try to destroy the other fellow's job. Distribution also is a matter of service—an important service that the public wants. It is the service of getting to the buyers what they want, when they want it and in the condition they want it. That should cost something. Likewise that service has been an important factor in increasing sales and thus providing greater employment.

We eat more fruit in this country, for example, since the growers have managed a way of having fresh fruit on the market all year round. We eat more vegetables because we are able to buy them in a can or in a quick freeze package whenever we want them and do not have to store them all winter in our basements.

And we consume more, too, because the buyer knows that the price is stabilized on these food products because supply and demand have a common meeting place.

Yes, we have made great economic progress in America, steadily over the years. We have made gains in better living, in ways which we take so much for granted that we overlook them entirely.

And further progress, in some measure, lies in the same direction. We can make it by getting some of the kinks out of our distribution so that the price fluctuations are minimized and supply and demand are better balanced for the benefit of all.

This is what we have come to consider as the mass production method. It is more than an assembly line of machines. It is an economic philosophy. If we apply the broad principle of this to markets, it means that there is less per unit profit on a product but a more successful operation through increased volume and less waste. It means a better year-around operation with greater satisfaction to the consumer through better service or lower price or both.

More Sales at Fair Prices

The secret of success is in more sales at a fair price.

So with the things you buy—farm machinery, household goods, clothing, automobiles and hundreds of things—the development of mass markets has produced

a steady development toward a lower price, increased employment and payrolls and better quality. It seems like an impossibility constantly to increase the quality of a product and enlarge payrolls while selling the goods for less money. But that is what American management does, and will continue to do as long as we exist as a free nation, with free men and free institutions. There is no miracle about it—except the miracle of the American way of life which necessitated mass production methods in order to meet demand and now in turn requires even greater mass consumption stimulation to maintain production. That is what an incentive economy produces for the good of all. Long may it continue.

And again let me emphasize that the businessmen on the farms of America have been doing much the same thing, under our incentive system. You have improved the quality of our product—which is one way of reducing price. You are providing milk that meets the most rigid sanitary tests. You have employed machines to do a better and more efficient job.

Planners Must Be "Do-ers"

Now who fifty years ago, when farmers and customers knew each other personally, could have planned this development in just one industry? Who had the foresight to see the need for development of the big trucks that bring your milk to market, for instance? And to set in motion the wheels of production of this truck, and of good roads and all the rest that is entailed. Remember there were no automobiles in those days. When people thought of self-propelled vehicles, it was to class them with "Darius Green and his flying machine." Well, if we had taken such things out of the hands of development then and left them to self-appointed "planners" where would we be today? How far down this road would we have come?

The real secret of American success is a strong incentive way of life, stimulating progress and improvement. History is filled with the failure of so-called economic planners. And the history of failure has repeated itself, in our times, in one foreign country after another. No nation has ever succeeded in even matching the results of our incentive system. Here we are all planners. We have an intimate knowledge of our problems. And we have always an incentive, a personal interest, in solving them wisely and well. Isn't that the logical way of progress and improvement?

Remember, people never demand improvements. In fact, most history shows that they resist change. It was that way with the automobile. No one wanted it, except those who invented it and had dreams of selling it. The people themselves laughed at it. So it was with the telephone. Alexander Graham Bell had the vision to see its importance. But most others thought it just a toy. They couldn't see the need for better communications. They were well satisfied with what they had. You can go through one invention after another—the typewriter, the electric light, the airplane and many others and the truth is we have these improvements, these vehicles of better living today, simply because there was the incentive to invent and then the incentive to sell, sell, sell.

Our Great Incentive

Right now, I can tell you that the businessmen of America, industrialists, retailers, farmers, miners, and all, have a great incentive to improve our way of life, socially and economically. They are concentrating their thinking and their efforts—as long as they do not interfere with winning the war, in any way—on making a better future. They are trying to plan ways of increasing employment to the highest possible level, of maintaining the highest rate of pay and of reducing the cost of the things they make and sell.

They are facing the future with vision,

with courage and with ingenuity. They are planning to broaden their markets, to tap new markets, to launch new products, to make the wheels of industry spin so there will be no idle plants and no idle men. They are going to sell, sell and sell, as they have never dreamed of selling before.

Yes, we have the vision, the courage and the ingenuity to do this job. But will we have the encouragement—the necessary favorable economic climate? We hope so. We are planning on it. It is necessary for our salvation. With that we will succeed. We will go forward. We will realize a better world of peace, progress and prosperity. But it will be necessary for the government to give encouragement and to cooperate instead of harassment. It will be necessary to have more freedom of initiative and freedom of enterprise than we have had in several years. I mean freedom to operate within the bounds of the Golden Rule principles.

Like the farmer, the successful businessman constantly takes risks. He expects to do this. Both farmer and businessman have the spirit of the pioneer. They plant the seed of a new business or a new product or a new market. They nurture the seed, carefully, as best they know how. They use the best technical knowledge to help it grow. They hope and they pray. If things go well, they will harvest a crop, as their just reward.

Makes It All Worth While

But, if in addition to all the normal hazards, all the natural risks, someone comes along and by administrative decrees, or bureaucratic action, injects new and greater dangers to success, both businessman and farmer are apt to decide that it isn't worth the effort. That's the way to kill progress, to reduce opportunity and employment and to provide insecurity.

We are not fighting this war for the status quo—we are fighting for the right to improve it.

And improving our way of life, making possible the better world which can be ours, is the job of the American people, working

together, planning together and succeeding together. It is the job of all of us looking forward, marching forward, keeping in step with each other.

There is no power in the world, no economic force, that can resist such strength and unity of purpose for long.

We have the power. Why shouldn't we also have the glory?

Cook Promoted in N. J.

New Jersey's Director of Extension service, Laurence A. Bevan, has resigned to accept a position with the Federal extension service, at Washington. Dr. William H. Martin, dean of the school of agriculture and director of the agricultural experiment station, will assume the duties of extension director.

Lindley G. Cook has been promoted from extension soil conservationist to the new position of associate director of the extension service and will assist Dr. Martin in the active supervision of the work formerly carried on by Mr. Bevan.

The merchant seaman was visiting at the home of a generous and patriotic woman who, despite her eagerness to help the war effort wasn't too well versed about things.

"And there I was on the aft deck," said the seaman, "when all of a sudden I saw a torpedo plunging straight for me."

"My goodness," replied the hostess cheerfully, "I do hope it was one of ours."

Protect Your Milk in Cold Weather

Cool it promptly Protect it from freezing

In order to keep good milk good it must be cooled quickly winter or summer. This does not mean, however, that milk should be permitted to freeze.

The most practical method of cooling the milk quickly and preventing it from freezing at the same time is to put it in your milk cooler, filled with cold water, and close the lid. The cold water will do the cooling and since a good milk cooler is well insulated, it will at the same time prevent freezing.

By all means prevent milk from freezing. If the milk is exposed too long to the cold freezing air, a layer of ice will form on the inside of the can. This layer of frozen milk will not come out when the milk is dumped. This means a loss of volume, inaccurate and unsatisfactory butterfat tests, and a definite loss of quality, to say nothing of lost income.

We cannot afford now, when we need every bit of milk possible, to lose any in this manner. Nor is it ever good business to go to the work of producing milk and then to lose it and the income from it through freezing or any other preventable damage.

Do not be misled by cold air as a cooling medium. Air of 10 or 20 degrees or even zero will not cool the milk nearly as quickly or evenly as 40 degree water, and it will also, after a time, cause the milk to freeze.

Our Dairy Market Picture

By EARL E. WARNER, Head, Market Information Dept.

A NUMBER of things have happened since I reported to you a year ago on the activities of the market information department, which have brought about a distinct improvement in the supply of milk in our markets. A year ago we were in the midst of an extreme shortage and dealers in Philadelphia were selling more milk in Class I than producers were delivering. This year, the 9,600 producers supplying Philadelphia, delivered 12 percent more milk than they delivered in 1943.

Moreover, on the average, each one of you producers delivered 12 percent more in October this year than in October last year. In other words, the increased supply has been due to the individual producer building up his production rather than to the market taking on any substantial number of new producers. Thus, while 1943 saw a serious decline in milk production in this area, 1944 has seen you raise your supply back to the high level attained in 1942.

It is important to you to realize that, last fall when your production dropped so low, milk dealers, in order to meet the demand for fluid milk, purchased millions of pounds of milk from outside sources and sold it in Class I. Last fall was the first time on record when total producers' deliveries were actually exceeded by dealers' Class I sales. This shortage in local production caused Philadelphia dealers to purchase 14 percent of their total fluid milk sales during October last year from outside sources.

Home Supply More Adequate

Fortunately, producers have built up their deliveries to such an extent that this year only 8.5 percent was purchased from outside sources. This milk from outside sources ordinarily is used for manufacturing purposes and it is expected that when the local supply becomes more adequate in relation to demand, these outside sources will again utilize their supplies for manufacturing. Under existing regulations, in other words, dealers have not been encouraged to acquire supplies through bringing any large number of additional producers into their individual dealer pools under the Federal Marketing Order.

Furthermore, while they purchased 10, 156,000 pounds of milk from these outside sources in October, 1943, and sold it in Class I, in October, 1944, due to improvement in the local supply, they purchased only 6,393,000 pounds for Class I use from such outside sources. Thus, they are dropping this outside milk and replacing it with milk from their regular producers.

During the pre-war years, 1938-1940, producers supplying Philadelphia were able to get a Class I market for approximately two-thirds, or 66 percent, of their milk. The war has occasioned such a great increase in demand for fluid milk that during the past year they have sold better than 86 percent of their production in Class I.

The Production Trend

In September and October of this year, Class I sales by Philadelphia dealers were 5 to 6 percent better than a year earlier. It should be explained that this refers to dealers' total Class I sales, both outside and inside the Philadelphia marketing area. During October, the volume of the Class I milk purchased from local producers and sold within the marketing area was 8 percent greater than in October last year. The percentage of Class I utilization of producers' milk, however, did not increase because

producers delivered 12 percent more milk than they did last year.

It will be worth our time, I believe, to consider some of the causes of the recent increase in milk production and of the existing high level of Class I sales. Production during the early part of 1944 did not show any particular tendency to increase, but by March it began to evidence a good deal of strength and by April it was well above April, 1943. May experienced a very rapid increase in production with an extreme flush the latter part of May and early in June. Production has been running consistently above 1943 since May and most of the time it has been higher even than in 1942.

It will be recalled that the subsidy, which became effective in October, 1943, was not increased until March and April, 1944, to a level which, when added to the price, brought producers a return for milk approaching the cost figures submitted by Inter-State at public hearings. Moreover, on April 26 of this year, the War Food Administration announced a subsidy program with definite rates through March 31, 1945. This involved a substantial increase to take place on September 1, which increase later was made 10 cents more than originally announced on account of drought conditions. This brought returns to dairymen in this territory to the highest level in history.

Reach Goals on Other Products

The high return for milk in itself did not necessarily bring about increased milk production. When feed prices and returns for milk are compared, it is found that a little more feed can now be bought with a given quantity of milk than could be bought one year ago, or two years ago, but the same quantity of milk will pay for less labor. The important change which has taken place is in the relationship between feed prices and hog prices and between feed prices and egg prices. The long-time hog-corn price ratio is 11.7. That is, 11.7 bushels of corn could be bought with 100 pounds of hog on the hoof. In 1942, 100 pounds of hog would buy 16.5 bushels of corn. This caused a very high hog production. In 1943, the ratio declined to 13.6 and in 1944 it is going to average approximately 11.4. That is less than the long-time average. Thus, hog production is much less profitable than two years ago. The same is true of egg production where the egg price-feed price ration declined from 19 in 1942 to 14 in 1944, compared with a long-time average of 17.8, and therefore very unfavorable to egg production. These facts, combined with the larger feed supply available per animal unit in the country, very likely will contribute to heavy milk production in 1945.

Numbers of cows on farms, moreover, are the highest in history. The Government estimate indicates that in 1945 there probably will be 1 to 1.5 percent more cows on

farms than in 1944. Last July, we wrote to our delegates and officers of Locals, requesting them to state how many cows they were milking in November, 1943, and how many they were planning to be milking in November, 1944; that is now. Many of you answered that letter. In Pennsylvania, you were milking an average of 16.6 cows last November and proposed to milk an average of 18.2 in November, 1944. In Maryland, you were going to increase the number from 16.6 to 17.8; in New Jersey, from 24.4 to 25.6; and in Delaware from 18.0 to 19.3. Judging from the volume of milk being produced in November, you have made good your word.

Cow Numbers Are Increasing

Government reports have indicated unusually heavy culling of dairy herds this fall and, as a double check, in October we wrote the delegates and officers of Locals, asking for information about culling and cow prices in their communities. We again received a very large and helpful response from you men and were able to compile an interesting report on this phase of dairying. Very few reported less cows being sold for slaughter than last year. Fifty-eight percent indicated about the same number being culled as last year, and 34 percent indicated that more were being culled than last year. Prices generally were down, with good grade cows selling on the average of \$6.00 per head less than last year, and cows sold for slaughter going at an average of \$13.00 a head less than last year. Quite a number of men, however, reported that the best cows were selling for higher prices now than a year ago. These facts indicate to us that herds are being improved. The existing high returns for milk, along with adequate feed supplies, declining corn-hog and egg-feed price ratios, large numbers of cows on farms, and a program of herd improvement all add up to high production of milk in 1945.

We need also to discover, if possible, what is back of the high consumption of fluid milk. In the first place, while fluid milk has been sold since last October under a quota system, based on 100 percent of average daily sales in June, 1943, fluid milk has not been rationed. Many other important foods have been rationed, especially meats and various types of fats. Moreover, the quota plan reduced the volume of fluid cream to 75 percent of June sales, the butter-fat content of cream having previously been fixed at a maximum of 19 percent. Fluid milk, a good protective food, evidently replaced to some extent these rationed foods, and probably some additional milk was sold due to the limit on sales of cream.

Employment a Factor

More important, however, than the factors just mentioned, has been the high level of income on the part of wage earners during the war years. The Philadelphia Federal Reserve Bank has published figures showing that in Pennsylvania from 1939 to 1943, manufacturing employment increased 45.9 percent and total hours worked, due to an increase in the average hours per week and in the number of employees, exactly doubled. Total employment in Pennsylvania was 20 percent greater in September, 1944, than in September, 1939, and total payrolls had increased 123 percent; that is more than doubled.

We reached the peak of employment, however, in 1943, and in the entire United States, there were a million fewer persons employed in September, 1944, than in

September, 1943. In Philadelphia, the Federal Reserve Bank reports that factories employed 7 percent fewer workers in September, 1944, than in September, 1943. In Wilmington, the decline was 14 percent, and in Lancaster, 6 percent. Altoona was the only one of our markets which showed a gain during the year; 1 percent. In Wilmington, payrolls declined at an even greater rate than employment—16 percent. In Philadelphia, payrolls declined 3 percent and in Lancaster 4 percent. In Altoona, payrolls increased 7 percent during the year, but Altoona had lost heavily during the early period of the war.

These recent changes in employment have not as yet had an apparent effect on milk consumption, but we can definitely expect that when reconversion of industry from war to peace begins on a large scale, our Class I market will feel an adverse effect. If, as everyone hopes, the war in Europe can be brought to an early end, this adverse effect on Class I use of milk probably will take place during the first half of 1945.

Great Seasonal Variation

The problems arising from seasonal variation in the production of milk have been more serious in war time than in peace time. The variations themselves have been some wider during the war years than in several of the pre-war years, although 1935 and 1938 were years in which serious seasonal variations occurred. It is well known that in the Philadelphia milk shed seasonal variation has been wider in the period of 1935 to 1944, inclusive, than in earlier years when the base-surplus plan was in effect. Many people believe that seasonal variation has been a gradually growing problem since 1935. A careful inspection of records, however, does not bear out this conclusion. While variation was quite wide in 1942 and 1943, this may have been due to special war-time influences. Moreover, the records show that seasonal variation was extreme in certain earlier years, notably 1938. It is entirely possible that this situation may not be as serious in 1945 as it was in the short season of 1943 and flush season of 1944.

The doubt which we are casting on the view that this is a gradually growing problem, however, does not mean that we regard it as a problem of minor consequence. It is a serious matter in a territory which finds its best market in production for use as fluid milk. Inter-State is participating in a thorough-going study of this problem being conducted at Pennsylvania State College.

Very few hearings have been held during the past year in our markets or in any other market with which we are acquainted. The Dairy Division of the War Food Administration and the Pennsylvania Milk Control Commission conducted a hearing in Philadelphia in March, 1944. We presented testimony relative to necessary returns to producers and urged that, if the subsidy program were continued, a long-time announcement of payments should be made. The only other hearing held in our territory during the year was before the Director of Milk Control in New Jersey on August 7, 1944, at which time we, along with representatives of our Trenton and South Jersey Markets, testified.

Search for Market Facts

The general uneasiness concerning the future which permeates the dairy industry and every other industry has brought about a great deal of activity on the part of economists and statisticians, whose job it is to discover and interpret the facts. The National Cooperative Milk Producers' Federation, the Northeastern Dairy Conference, and a group of the fluid milk co-operators serving the northeastern markets, have each set up committees to study and report on our immediate post-war economic problems. I have been serving on all of these committees.

In this committee work, I have pointed out the advisability of improving the working relationships between state and federal regulatory authorities and have emphasized our belief that serious problems of disposing of milk in excess of Class I demand will be faced in 1945. The last mentioned has been done in the face of opinion in certain quarters that, in view of the fact that markets continued strong for approximately two years after the Armistice in 1918, they may be expected to do likewise after the present war. We do not believe that the two situations are at all parallel. Moreover, the history of the price of milk in Philadelphia after World War I was that it continued on a very high level until November, 1921, when it dropped precipitately from \$4.60 per hundredweight in November, 1920, to \$2.56 in June, 1921; a decline of 44 percent in eight months. If all the existing subsidy were wiped out tomorrow, the average decline in returns for milk in this area would be 24 percent.

For some years, certain individuals connected with statistical work in the dairy industry in the northeastern states have realized that a sound program is needed for co-ordinating the assembling of statistical information by all of the numerous statistical agencies. I have also been asked to participate in this work.

Our Records Valuable

During the year, our market information department has continued the assembling and publication of data relative to prices and production in our various markets, similar to that assembled and published over the past 15 years. Miss Florence Schultz is in charge of this work and has maintained the high standard of accuracy which has characterized it for the entire period in which Inter-State has carried on such work. Miss Schultz is also responsible for making the charts which have been used to illustrate this report.

The figures which our department have assembled constitute the only long-time

From a Speaker

Rutgers University
New Brunswick, New Jersey
December 2, 1944
Mr. O. H. Hoffman, Jr.
Inter-State Milk Prod. Coop.
401 North Broad St.
Philadelphia 8, Penna.

Dear Mr. Hoffman:

Thanks, very much, for your letter concerning my appearance at your meeting. I certainly enjoyed being with you and I need hardly tell you that I was very much impressed with your unusually fine audience.

I think you have something in the two-minute speeches. After all, if one must do so, he can pack a great deal of information into several minutes and certainly this is less tiring to the audience. I want to congratulate you on the way the whole affair was conducted.

With best personal regards, I am

Cordially yours,
(s) W. H. Martin,
Dean and Director.

record relative to the market and are, therefore, of inestimable value in obtaining any accurate historical picture of market events. It is from these records that one is able to determine actual prices paid at plants over a period of years. We also are able to contribute valuable information to the solution of the problem of seasonal variation. Furthermore, our price history and other information relative to the post World War I period and the period between the wars is of great value at present in looking toward the uncertain period following World War II.

The most enjoyable part of my work has been the frequent personal contacts I have made with members of Inter-State through attending the meetings of our secondary market committees and the various social and official functions of our Local and District organizations. The knowledge of our market which we gain from studying figures relative to supply, demand, prices, and trends has been supplemented to a very great extent by these contacts which have enabled us better to sense the real conditions out on our dairy farms and to work together with you to bring about a better life on those farms.

Cleanups Help Cut Corn Borer Damage

Field cleanups, urged as an effective step in control of the European corn borer, are beginning to show favorable results, it is stated by John O. Pepper, entomologist at Pennsylvania State College.

In addition to cleaning up the litter in the fields, a program in which many farmers cooperated, a big factor in the control of the borers this year was the weather, surveys have indicated. Unusually dry conditions during the egg-laying period adversely affected the borer eggs.

Surveys and demonstrations made this year produced no conclusive evidence of resistance against borers by any of the several varieties of corn under observation, although hybrid corn stood up best under comparable infestations. In double-brooded areas, late-planted corn had more borers than corn planted on a normal date. This may indicate that the second generation borers preferred the greener corn or possibly developed better in this corn.

Effect of standing stubble of last year's corn on this year's crop was demonstrated in one field planted adjacent to this stubble. Corn in this plot had an average of seven borers per plant, with an infestation up to 14 per plant. This compared to a borer infestation average of three per plant in another corn field some distance from the old stubble.

The borer infestation per 100 stalks in 1944 in various counties follows: Adams, 77.1; Blair, 5.5; Bucks, 172; Centre, 18.2; Chester, 277.8; Columbia, 38; Cumberland, 98.7; Delaware, 359.6; Franklin, 31.7; Juniata, 140.7; Lancaster, 171.5; Lehigh, 92.9; Montgomery, 102.2; Perry, 52.2; Huntingdon, 34.4.

Our Work In the Field

By FLOYD R. EALY, Field Representative

As you know, there was instituted last year the system of having one of the field staff present the annual report of the Field and Test Department before you delegates. It has fallen my lot to make it this season.

Getting into the purely statistical side of the year's work, our field staff drove 230,943 miles which was about 32,000 more than we drove a year ago, but considerably less than our pre-war mileage. We made 661 plant check-ups as against 578 for the year before and as compared with 553 plant check-ups for the year 1942. During the year we also made a total of 45,493 check-tests for our individual members. This number was nearly 5,000 more than we made in 1943. We also ran 2,943 herd tests as against 2,383 for the year before.

The sign-up work did not go quite as well as it did in 1943. We could hardly hope for that, however, because in 1943, we approved another large buyer and with the approximately 175 new members from that source we signed up 881 contracts last year. This figure of 881 was an all-time high since the year of the new Inter-State's original sign-up and was more than twice the sign-up of any previous year. But don't get the impression that 1944 was not one of which we are proud. In 1944 we signed 726 new members on the dotted line and this is the second highest number we have ever secured. In addition, practically every one of the producers signed up in 1944 became a commission-paying member.

We Arrange for Meetings

Another important phase of our work this year has been the arranging in the fall for the local meetings and in the winter for the district dinners. And, of course, it is our responsibility to see that these various Inter-State sessions run smoothly and that the business for which they are called is carried out.

Last fall, for instance, we made arrangements for and attended 68 different local meetings, a number of which were combined, some were triple and one was composed of seven locals. It is too soon to report the attendance at these 1944 meetings but in 1943 when we arranged for and held 85 meetings we had an attendance of nearly 1700.

You may not realize it but one very great job of the Cooperative is seeing that the notices go out for these various local meetings. This one work alone almost swamps the office in the fall months and it is amazing that the financial statements and these meetings notices go out with the smoothness with which they do. You can get some idea of how heavy this job is when I tell you that on one day this last October, more than 1200 of these notices had to go out and this, by chance, fell at the same time when more than 700 other notices had to go out to members in Chester, Delaware and Montgomery counties notifying them of the formation of the Tri-County Artificial Insemination Association, an organization which is largely fostered by Inter-State members.

Dinner Meetings Do a Job

These local meetings are hardly over before we have to start arranging for the district dinners and these, too, take a great deal of our time. I don't think there is any single function of Inter-State that does more to draw the producers and the Cooperative together than do these dinners

but they do take a good many hours work on the part of our department. Last winter, for instance, 23 dinner meetings were held and approximately 3,804 members of Inter-State's family and their friends were at these meetings—and war time restrictions considerably hampered our meetings both in number and attendance last year.

The really nicest part of the year's work from our point of view was our withdrawal record. Last year only 57 members withdrew from Inter-State. That is the lowest number we have ever had. In 1943, 87 withdrew. In 1942 the figure was 149 and in 1941, strangely enough, it also was 149.

Our Special Duties

I believe that our present system of operation was explained to you last year, however I do not think it will hurt to go into it again. Each man on the field staff now has full charge of his own territory. Each of us reports directly to the general manager. Dorothy Delevie has charge of our records in the office and assists Mr. Hoffman in connection with all the work of the Field and Test Department.

There are eleven of us in the field. In addition to his routine field and sign-up work, each of us has additional special duties. Lou Tomey has charge of the inspection and quality control program for the Centerville plant. Jim Camp acts as market manager in the Altoona-Huntingdon area. Charlie Cowan does the same for the Lancaster Market. Henry Kinsey, during Fred Shangle's illness has been obliged to act as market manager for the Trenton market. And I have the responsibility for the South Jersey and for the Wilmington markets on my hands. At our marketing committee meetings, the office is usually represented by Mr. Warner.

This leaves the difficult, close-in area around Philadelphia for Henry Kinsey to look after on the northeastern side and for Earl Bechtel on the northwestern and western sides.

Prompt Attention to Troubles

Clayton Keener, in addition to his field work, has certain responsibilities in connection with the Rising Sun milk. Clayton Reynolds is general trouble-shooter for the Eastern Shore while Jake Plummer and Ernest Dunning have that large central territory lying between Lancaster and the Altoona area and right now are engaged in a special sign-up campaign in their territories.

Dudley Winter is the only one of us who does no work with milk producers. He spends all of his time running plant tests—that is, all of his time except what he puts in as a magician!

One thing our department is trying very hard to do, and that is to handle promptly all requests and complaints from our members. One very important advantage of our present system of operation is the

speed with which we are able to take care of this type of service. We, and the office try very hard to see that some answer goes out to every such query or complaint immediately after we receive it. Most of them get a reply which is written the same day that the report comes in to Philadelphia.

We have also, as in previous years, assisted in local movements in which the cooperative and our members have a stake. We have visited vocational classes, helped out with getting artificial insemination associations started and in one instance, in Montgomery County, even helped the local dairy herd improvement association carry on for a short period when they did not have a tester.

As usual, we again find ourselves indebted to Inter-State's loyal membership and to you loyal delegates, for much help in connection with almost every phase of our work. Your cooperation and assistance has meant much to us. For it we thank you!

Public Hearings Called by Penna. Control Comm.

Hearings have been called by the Pennsylvania Milk Control Commission for each marketing area in the commonwealth. These will be held "for the purpose of receiving evidence upon all conditions affecting the production, marketing and distribution of milk and milk products in the milk marketing areas . . ."

These hearings will serve the purpose of bringing the commission's records up-to-date on all matters under its control. Of special interest to producers will be the taking of testimony on the cost of the production of milk, the present and prospective supply of milk, measures for promoting uniform production, minimum prices to be paid producers, methods of determining utilization and related matters.

Also included in the hearing will be those matters affecting retail and wholesale prices, the boundaries of marketing areas and related subjects.

Areas in which Inter-State and Inter-State members are interested include the Lancaster area, No. 14, at Lancaster on December 15; the Johnstown-Altoona area, No. 9, at Ebensburg on December 27; the Central area, No. 10, at Huntingdon on December 28; the State-wide area, No. 11, at Harrisburg on January 3; and the Suburban Philadelphia area, No. 1A, at Norristown on January 12.

Vision enables a man to extend his observation beyond his own sphere and make it encircle the community, nation or earth.

Presidents of Five Secondary Markets and Centerville Give Their Progress Reports

An interesting feature of this year's annual meeting program was the group of short talks given by the presidents of the five secondary market committees and the president of Centerville. These talks told very briefly what is being done in each of the marketing areas outside the major market of Philadelphia and also bits of the history of the development of each of these markets. A similar report was given on the Centerville Milk Producers' Cooperative.

Each of these reports is printed herewith in full in order that members all over Inter-State territory may know more about our secondary market program.

Altoona-Huntingdon

By Preston C. Smith

The Altoona-Huntingdon milk marketing committee was organized in February, 1937. Since that time this committee has aided materially in the marketing of the producers milk.

There are twenty locals in this marketing area, each local electing a member to the advisory committee. The advisory committee meets in November prior to the annual meeting and elects the executive committee for the area.

I have been a member of this committee since its organization. E. J. Farabaugh was elected and served as chairman for five years. Then I was elected as chairman and have been serving since that time.

We who have been serving on this committee think the services of a local group working with the problems with which you are familiar have given valuable assistance to the cooperative members. At a number of times since this committee has been functioning when they thought it advisable they would make recommendations to the Pennsylvania Milk Control Commission relative to price changes, surplus disposal, etc.

Jim Camp Is Market Manager

Our marketing committee has a market manager, J. J. Camp, whose duties are many, such as working out hauling problems, disposing of surplus milk, securing milk for a dealer when he is short, and finding a market for a producer who is out of a market. The market manager by having a knowledge of the problems of both the producers and the distributors of milk has brought about closer cooperation between the buyer and seller.

To cite a particular instance in which we have aided our producers: a hearing was held in our area late in 1942. We were granted a price rise which took effect February 1, 1943. Shortly before the middle of February the O.P.A. came out with the President's "price freeze" order. This made it unlawful for a dealer to pay or receive more for his milk than he had during January, 1943. Our price had already gone up on the street. This matter was taken up by the Philadelphia office and due in part to the efforts of our General Manager the O.P.A. ruling was changed in regard to Class I milk. The O.P.A. still would not allow an increase on the street price for cream. So the dealers filed an appeal against that part of the order. But during the past year the dealers finally withdrew their appeal and paid the Class I price as the order directed for milk used in table cream, sending out special checks to pay for this shortage.

We also have had some dealers trying

to pay for excess milk in lower classes than the order called for. Most of these have been ironed out very satisfactorily.

We feel with our local market working very closely with our general office has aided all concerned.

Centerville

By Royden N. Powell

As president of the Centerville Milk Producers' Cooperative, I bring to you greetings from the Board of Directors and the membership at Centerville.

I have been allotted five minutes of your time by the program committee to tell you of the heartaches, headaches and ultimate success of a group of about one hundred Inter-State members who in the Spring of 1938, found themselves deprived of their old established milk market.

With the help and guidance of our Director, J. W. Keith, we organized our own local Cooperative as an offshoot of Inter-State Milk Producers' Cooperative. We purchased, remodelled, and equipped the plant as an up-to-date receiving station, and started its operation cooperatively. Since we were a group of farmers forced into the business of a milk handler, we found ourselves confronted with many problems which were new and foreign to us. Henry Hoffman, our general manager, appointed Francis P. Willits, Jr. (from all of us at Centerville) in charge of plant operations. At a meeting of our membership a Board of Directors, consisting of eleven men, was elected and under the leadership of our first president, Oliver C. Jones, we began our struggle for a place in the milk industry.

During the remodeling period, Howard Wickersham, an Inter-State Director, rendered much valuable assistance which has stood the test of years. Your Board of Directors lived up to the contract with each and every one of our producers, and, above that, loaned us money to help finance the construction of the plant. There is so much that can be said about the untiring efforts of so many individuals, particularly the members of the Centerville Board of Directors, that it would take hours to give you the highlights of the past six and a half years. You, as individuals, realize how difficult it is to get a group of a hundred persons to stand together and work together as a unit. My hope is that I shall never again have to go through an experience like that.

In order to raise funds and make each producer a bona fide member we sold certificates of indebtedness at the rate of \$7.00 per cow. That yielded less than \$10,000.00. We borrowed all that our banks would allow us and then had to fall

back on Inter-State for the balance of the \$40,000.00 that we had to spend on the plant.

We had our inspection problems for both plant and farms. We made an attempt to meet any and all health department regulations because we did not know, at the start, who was to purchase our milk. Finally, Mr. Hoffman and Fran Willits announced to us that a market under the Newark, N. J., health department was available if we could meet regulations. We were overboard. We had to meet Newark regulations. You never saw so many new milk houses and new stables being built in any community at any time. We put in a quality program that was fierce; bare pounds in Queen Anne's County where the weather is mild, the ground is flat, and, we have straw and fodder in abundance; above all, 60 percent or more of our producers are tenants—was that a problem?

For the past five years it has been my lot to be president of our little Cooperative and, although we have handled approximately ten million pounds of milk during the past twelve months, we have paid nothing in the form of salary or bonus to any officer or director. All services rendered were donated with one purpose in mind; to keep the wheels rolling. We have come through. We have paid off all of our debts. We have made improvements to our plant, and for that rainy day, we have more than \$9,000.00 in bank deposits or invested in Government bonds.

In conclusion, I want to take this opportunity to express my appreciation and that of my directors to the many, many individuals who were instrumental in helping us to our feet. Time does not allow me to mention even the names of those to whom we are indebted. But to all of you I say: Thank You!

South Jersey

By Willard Gardiner

Our South Jersey milk market is made up at the present time of 361 commission paying members of Inter-State, living in Burlington, Gloucester, Salem and Cumberland Counties. These members ship to the following 12 buyers who have been approved by Inter-State:

Abbotts Dairies, Audubon & Atlantic City
Shoemaker Dairy, Bridgeton
Haines Dairy, Hurffville
Locust Lane Dairy, Moorestown
Holly Ravine Dairy, Haddonfield
N. J. Milk Products Co., Pennsgrove
Parks Dairy, Camden
Rainier's Dairy, Bridgeton
Scott-Powell Dairy, Gloucester
Supplee-Wills-Jones Milk Co., Camden
Wilson Dairy Company, Atlantic City
Sylvan Seal Milk Co., Philadelphia

This last named company hauls the milk to Philadelphia where it is processed and then delivered to our South Jersey towns and cities. In addition, we have about 50 members who sell their milk to Pennbrook Milk Company in Philadelphia, but who are not considered part of our South Jersey milk market because of the fact that none of their milk is sold in our South Jersey area.

Our committee is elected in the following manner: first an advisory committee is set up which includes the presidents and delegates of each Inter-State Local in our territory. In addition to these men the

producers shipping to each individual buyer have producers committees, and they in turn, appoint one of their members on our South Jersey advisory committee. That means that our advisory committee represents different areas of our territory and also members shipping to different buyers. The advisory committee at present numbers about 30 men. They meet and elect our South Jersey milk market committee, which is made up of two members from each of the four counties in our area. The members of our committee for the past year were: Job Hargrove, Vincentown; B. H. Allen, Vincentown—representing Burlington County; Russell Hiles, Woodstown; Dewey Elwell, Salem—representing Salem County; Elwood Smith, Bridgeton; Belford Moore, Elmer—representing Cumberland County; Robert Duffield, Mullica Hill, and myself—representing Gloucester County. Arthur Waddington has served as our secretary for several years. Our Director, Frank Pettit, who was chairman of our committee for several years before being elected director meets with us. Our committee meets on the third Tuesday evening of each month at the County Agent's office in Woodbury. In fact, Floyd Ealy, our market manager, uses the County Agent's office as his headquarters when he is working in the South Jersey area. The County Agent's secretary types reports and letters, sends out notices, and receives telephone calls for him.

Good Progress Made

Our secondary market is supported the same as all other secondary markets of Inter-State, namely by receiving one cent per hundred weight on the amount of milk sold by the members in our area. During the past year our income amounted to \$5,193.00 which means that our members paid total commissions to Inter-State amounting to over \$20,000.00, or about 10 percent of the total income of Inter-State. Twice a year, on January 1 and July 1, we return to the home office all unexpended funds above \$500.00 that have been set aside for our uses. During the past year we returned \$2,107.00 to Inter-State which amounted to approximately 40 percent of our income. A portion of Mr. Ealy's time and travel expenses is charged against our Market because of the fact that he also does work among shippers in the Wilmington area and among direct shippers to the Philadelphia Market.

One of the big jobs of our committee during the past two or three years has been to secure higher returns for our members. This year only one public hearing has been held at Trenton, but during the last two years, ten hearings have been held by the Director of Milk Control at Trenton. Some of these hearings were called at the request of our committee and our committee presented a statement or testimony at each one of these hearings. Before most of these hearings were held a special meeting of our committee was called, usually with a representative from the home office, to discuss the needs of our producers. At all of these hearings the home office of Inter-State presented detailed briefs in addition to the testimony by our market manager or the chairman of our committee.

More Approved Buyers

During the past year, five of these buyers whom I have previously mentioned have been approved by Inter-State and by doing this we were able to continue to receive commissions from about 25 of our members who have transferred their milk shipments to these newly approved buyers, and we have been able to sign up during the past year 24 new members to these 5 new buyers. Our market manager has signed a total of 79 new members in our South Jersey area this past year.

One thing that we are particularly proud of in New Jersey is the fact that a little

over a year ago the producer price was raised 23 cents per hundred without any corresponding increase at that time in consumer prices. Our Inter-State attorney, Mr. Kephart, represented us well at many court hearings before this increase finally became effective.

Work With Other Groups

The subsidy that we are now receiving amounts to 90 cents per hundred which, as you know, is 10 cents per hundred higher than in adjoining states. We, in New Jersey, feel that we are entitled to this additional 10 cents because of our higher cost of milk production. This is especially true because of high cost of cow replacement and our high tax rate on farm land. When the additional 10 cents drought subsidy was announced in September, three counties in South Jersey—Salem, Cumberland and Cape May—were not included. At once, a meeting was called in Salem County at which the United Milk Producers of New Jersey, State Farm Bureau, the County Boards of Agriculture, and Inter-State, were represented. A committee consisting of Thomas Lawrence, President of the United Milk Producers, Herbert Voorhees, President of the New Jersey Farm Bureau, and Floyd Ealy, our South Jersey Market Manager, was appointed to draw up a resolution. This resolution was approved by the shippers at the meeting and sent to the War Food Administration, the State AAA, and New Jersey Congressmen, insisting that this additional drought subsidy apply to the entire state of New Jersey. The final outcome of this meeting and work of other farm organizations throughout Inter-State territory was that the 10 cents additional subsidy was made to apply to all of our Inter-State territory.

Our committee works closely with the extension services, 4-H clubs and other farm organizations in our area. At all our local meetings this fall, a representative of the extension service, 4-H clubs or FFA appeared on the program. In turn, Mr. Ealy has been asked to speak before vocational agricultural classes and to act as a judge at a State-wide 4-H club contest at New Brunswick.

As we enter the post war period our committee feels that all branches of agriculture and agricultural education must work together as never before to maintain our position with organized industry and labor.

Trenton

By Wm. J. Lauderdale

WHEN Inter-State Milk Producers Cooperative was formed from the old organization one of the first groups to sign up were the members in the Trenton area with the proviso that some method would be worked out whereby we would be responsible locally for certain local activities of the Cooperative. With this in mind the secondary market idea was thought of by somebody. I do not remember whom, and we were established as the Trenton secondary market of the Cooperative, and I think the first secondary market established.

We have worked at all times in very close cooperation with the Philadelphia office, and have a very nice method of fixing the responsibilities of each, which is that the secondary market committee has full control over all matters that affect the Trenton area only and consults with and acts in accordance with the main office in all matters that affect the milk shed or the Cooperative as a whole.

The Trenton secondary market is made up of members in four locals in New Jersey and two in Pennsylvania in which I think we differ from most of the other markets

in that we are truly interstate. We also have approved dealers in both states.

Fred Shangle, Director of District 2, has acted as fieldman and market manager since the secondary market was instituted up to his recent illness and since that time Henry Kinsey has been acting in his place and doing an excellent job.

In common with other markets we have some milk producers in our area who like to ride without paying their fare, but lately we have made some headway in signing them up, and hope to have more approved buyers in the near future. It appears that the time is coming soon when dairymen will need more and more assistance from organizations such as Inter-State in order to be on at least even ground with other organized groups.

The Trenton secondary market committee, being the only organized group in this area, is recognized as spokesman for the whole area in hearings before the Director of Milk Control and in many other ways, and therefore, have a considerable responsibility.

Lancaster

By Walter E. Herr

I WELCOME this opportunity to appear before this Annual Meeting to bring greetings from Members of the Lancaster Inter-State Milk Market. I wish to commend this feature of the program, in that it tends to tie in more closely the activities of the secondary marketing programs with the primary market or home office program of Inter-State.

We in the Lancaster market have the distinction of being the youngest member unit of the five secondary marketing programs. It was not until in October of 1938 that we were able to secure a sufficient membership sign-up to launch our local milk marketing program. Previous to that neither was there any other local milk producers' program in operation. Since 1938 we have maintained a sizeable Inter-State membership whose milk is consigned at present to five approved distributors in the Lancaster marketing area.

Our Committee Set-Up

Our market operations are supervised by an advisory committee of nine members, who are elected annually from the local membership in the Lancaster milk shed, plus the Director from the District. From our advisory committee we elect a sales committee of three members, which in turn is responsible to the advisory and executive committees, and aids in carrying out the policies for the market. Charles E. Cowan serves us as part-time market manager. He divides his time between duties on our market and field work for members on the Philadelphia market. In addition to Mr. Cowan we have the assistance of Clayton Keener, who does the field work in the southern part of the Lancaster milk shed.

Due to the ultimate market outlets to which our local milk is consigned, our market committee is responsible for a dual marketing program. First, the supply of a number of our members is consigned to distributors in the Lancaster marketing area. For this supply the prices received are those determined by hearings held before the Pennsylvania Milk Control Commission in Area 14. Second, the supply of another group of our members is consigned to a local plant from which it is ultimately marketed in New York City. For this second portion the ultimate returns are those determined from hearings held under the New York Federal Milk Marketing Order No. 27.

As an aid to the orderly marketing of our

members' milk in New York, our Lancaster branch is a member of the Metropolitan Cooperative Milk Producers' Bargaining Agency with headquarters at Syracuse, N. Y. Mr. Cowan is our official representative to the Agency.

We Meet Regularly

The activities of our committee during the past fiscal year have been many and varied. The marketing committee has met on regularly scheduled dates to transact the official business of the market. The services to members have been rendered to the best of our ability, and calls from members having difficulties were handled by the fieldmen, visiting the member at his farm whenever that was necessary. We too have enjoyed splendid cooperation in the relationship between the operation of our secondary market program and the home office.

On September 17, 1943, our sales committee attended a preview hearing at Harrisburg before the Attorney General and the Pennsylvania Milk Control Commission. At this hearing we agreed to a tentative new order for Area 14 which granted a substantial increase in return to our members to cover increased costs of production. This proposed increase was not granted because of failure to obtain the approval of OPA. Later a portion of the increased return to producers was granted through the medium of dairy feed payments, better known as subsidy. Also hearings were attended under the New York Federal Milk Marketing Order No. 27. The latest hearing on the New York market was concluded on September 28, 1944, and we are at present awaiting an amended order resulting from this hearing.

In conclusion, I would say that our Lancaster marketing program is operating in an orderly manner. We plan and hope to strengthen our membership and keep our house in order so as to be in a position to meet the marketing problems of the future.

Wilmington

By John R. Butler

OUR Wilmington milk market is made up of 327 commission paying members of Inter-State, who sell their milk in Wilmington and nearby towns. These members ship to the following six Wilmington dealers: Blue Hen Farms, Clover Dairy Company, Delamare Dairies, Fraim's Dairy, Green Hill Dairy and West End Dairy. We also have some members living in our section who ship to Sylvan Seal Milk Company, and these members are considered a part of our Wilmington market because of the fact that Sylvan Seal sells about a corresponding amount of milk in Wilmington. Our members now live in New Castle and Kent Counties, Delaware; Cecil County, Maryland; and Chester and Delaware Counties, Pennsylvania.

Our by-laws provide that each year the chairman of our committee appoint a nominating committee of five members from different sections of the territory. This nominating committee meets and nominates at least two members for each of the nine positions on our Wilmington committee. In fact, this past year twenty-one members were nominated. Then in September of each year a dinner meeting is held, to which all the members shipping to the Wilmington market are invited. Further nominations can be made by any member at this meeting. These members vote for nine members to make up our Wilmington marketing committee, and our by-laws provide that not more than three can be

shippers to any one buyer.

The members of our committee at present are:

| NAME | ADDRESS | BUYER |
|-------------------|-------------------|-------------|
| Norman E. Ford | Bear, Del. | Delamare |
| W. Levia Phipps | Wilmington, Del. | Blue Hen |
| Norman T. Dempsey | Newark, Del. R.D. | Delamare |
| Irwin G. Klair | Marshallton, Del. | Fraim |
| T. Harold Little | Newark, Del. | Clover |
| Fred Martenis | Elkton, Md. | Fraim |
| Wm. Naudain | Newark, Del. R.3 | Blue Hen |
| Lewis Stafford | Newark, Del. | West End |
| John R. Butler | Middletown, Del. | Sylvan Seal |

Our Wilmington milk marketing committee now meets only every two months unless there is some special reason for meeting oftener. Two of our Inter-State Directors, H. B. McDowell and J. L. Crothers, usually meet with us. Our Manager, Floyd R. Ealy, uses the Wilmington Dairy Supply Store as his headquarters where mail and telephone calls can be received, and where he can use the telephone to call up members in our area. Mr. Ealy works on a part time basis in Wilmington area and stops at this store two or three times a week.

Our milk supply in Wilmington for the last year has been short practically all the time. This has been due to the great increase in population in the Wilmington area and the fact that there are several defense plants and one Army camp in the immediate vicinity. This has necessitated our buyers going out farther from Wilmington to get more producers. It is also true that milk has come into the Wilmington market from manufacturing plants a great deal of the time during the past year.

Direct Bargaining

We are in a peculiar situation in the Wilmington area in that there is no State milk control agency or no Federal order in our market. Neither is there any other group of organized producers, and this means that our Inter-State committee with the help of our home office must bargain with the buyers for the sale of our member's milk, and that all producers supplying Wilmington depend upon Inter-State for whatever producer representation takes place.

When the Federal Order became effective in Philadelphia in April, 1942, we were able to get an agreement with the Wilmington buyers that they would follow any changes in price, either up or down, that are made in the Philadelphia area and that those changes would take place at the same time as in Philadelphia. At the same time we were able to get the differential between the Wilmington price and the Philadelphia price reduced 9 cents per hundred on both Class I and Class II milk. This, together with our war-time utilization, means that our weighted average price in Wilmington has been running within a few cents of the weighted average price in the Philadelphia market and when we consider the difference in hauling rates, it means that our members are securing as much money when they ship to Wilmington as if they were shipping direct to a Philadelphia market. In this same agreement with the dealers, they allow Inter-State to employ auditors to check purchases and sales of the buyers in order to verify the utilization percentages. On various occasions these audits have shown mistakes which the dealers have willingly adjusted in payments made to our members.

In this same agreement we also made arrangements with the buyers to pay Inter-State for the milk, the producers receiving their checks through our Inter-State office in Philadelphia. This means that our office staff has a chance to check the calculations of each member's payment. This, too, has in several instances meant adjustments which the dealers have willingly made in every instance.

I am glad to report that during the past year, our committee has been able to get each of our buyers in the Wilmington area

to give daily weight slips to his producers. This has taken a great deal of time and effort, particularly because it was hard in the last year to secure equipment for that purpose. This was also done without any State law requiring daily weight slips.

Meet With Our Buyers

Several months ago, Fred Martenis who was then Chairman of our committee, suggested that we invite the Wilmington buyers of our members' milk to a dinner which our committee and representatives from the home office would attend. This dinner was held on November 14 and we believe it was a very worthwhile meeting in order to get better acquainted with our buyers and to be able to discuss our mutual problems together.

We feel that our Secondary market committee has kept more members interested in the work of Inter-State and has greatly strengthened the organization in our community.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during November, 1944.

| | |
|-------------------------------|------|
| Farm Calls..... | 1342 |
| Non-Farm Calls..... | 263 |
| Butterfat Tests..... | 2822 |
| Plants Investigated..... | 39 |
| Herd Samples Tested..... | 216 |
| Brom Thymol Tests..... | 541 |
| Miscroscopic Tests..... | 90 |
| Membership Solicitations..... | 327 |
| New Members Signed..... | 49 |
| Meetings..... | 82 |
| Attendance..... | 1923 |

Meeting Calendar

January 9—Altoona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.
January 9-10-11—Pennsylvania Farm Show Meetings—Harrisburg, Pa.
January 16—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
January 30—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

Down in the Lehigh Valley

(Hired Man's Version)

In the San Fernando Valley,
Me and my buddy Lew,
Picked up a couple of milkerettes
And snazzy lookers too;
Mine was a frili named Mitzie,
As hard and sharp as a briar,
But the size of my puny bankroll,
It didn't satisfy her—
Then along came one of those dairy guys,
As smug and slick as you please,
Who'd been able to get some concentrates
And was living on subsidies.
He gave her a line of malarkey
That stirred up the bees in her bonnet,
And he bought her a rosewood milking stool
With a rubber cushion it...
Well I gotta be goin' stranger—
I gotta be on my way
But I'll find the squirt that stole my skirt
If it takes till election day!

—California Milk News.

"Figures don't lie."
"They're not supposed to. They are simply the raw material in the hands of the expert."

Some Jobs Your Lawyer Does

By A. EVANS KEPHART, Inter-State Counsel

LAST year when I made my report I said that the most important thing that the Cooperative needed was more members to make it a strong Cooperative. I think there has been progress made along that line but I want to again emphasize that fact. One of the directors I talked to the other day said one of his neighbors had told him that he'd been getting along all right all year without being a member of Inter-State.

Times are fairly good now and he could get along without Inter-State but he forgets he is getting a free ride on the work Inter-State has done. If it had not been for Inter-State, perhaps he would not have been getting along so well. That is something you men should take back into your territories. Tell your non-member friends that they are taking a free ride at your expense.

Legal Work on Orders

Inter-State was largely responsible for bringing the Federal Order in as a result of which the price was increased not only to you people but to everyone else. Inter-State was represented at the hearings and fought to get the price raised from time to time as a result of which the producers in this area are getting along better perhaps than people in some other areas. Your neighbors should join the Cooperative because even though times are good at present, we need a strong Cooperative to combat what the future may hold.

Mr. Jamison and Mr. Welty have already pointed out some of the problems in prospect, one of which is the National Tax Equality League which is making a direct attempt to drive cooperatives out of the field by taxation. Mr. Welty explained the whole situation. They are going to Congress and to different state legislatures to drive cooperatives out of business by taxing them. Now you know that no cooperative makes any money or profit for itself. The money you contribute to Inter-State belongs to you and can only be used for the Cooperative's business, which is seeing that you people get a fair price for your product. Whatever money accumulates will be paid back sometime. The Directors have already provided for a patronage refund in 1946 for the years 1936-39.

The National Tax Equality League would have taxed the money you people put into the reserve account. If you don't have a strong cooperative you cannot fight something like that. You should try to get everyone in your vicinity into the Cooperative.

Controls Bring Problems

In addition to taxation, there will be some legislation about milk control. I don't know what turn that will take. At the present time you have Federal milk control with two angles—one part is supposed to insure farmers fair prices for the milk and the other branch of government puts ceilings on what you can get.

After the war there likely will be a drop in the price of milk, as Mr. Warner's charts showed. When the pinch comes, you will need the Cooperative badly. And

when the time comes you will be able to hold your end up, if you have a strong Cooperative.

There are certain Federal anti-trust laws and I don't know whether the Cooperative can do anything about them or not. I have mentioned them before and I think the National Cooperative Milk Producers' Federation will have to be the one to do something about that, but you should let yourselves be felt in the national organization.

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Members and Delegates may get
them upon request. Write

MILK PRODUCERS' REVIEW
401 N. Broad St.
Philadelphia 8, Pa.

tion. Maybe if these laws are changed, there will come a time when you won't need milk control. The reason we have it is that farmers could not protect themselves and needed some governmental assistance. In this connection, however, the government and its employees take the position of umpire, and you still have to be represented in order to protect your interests. A strong cooperative would be a much superior way of handling that problem than having a government agency telling you what you can or cannot do.

A Variety of Matters

In addition to these problems of a legal nature, there are other matters which I, as your counsel, have had to deal with; such as income tax questions about whether or not the Cooperative is responsible for income tax; questions as to how the OPA regulations affect the price farmers can ask for and receive for their milk in case they want to change from market to market or from dealer to dealer, etc. There was an attempt to prevent a farmer from getting a higher price when he changed dealers and, through OPA regulations, force him to stay where he was. It did not succeed and he was free to sell where he wanted to. One of the biggest cases, from a financial standpoint was the Wawa case, where Wawa contested the payment of the differential. That case is now in the Circuit Court of Appeals. Judge Bard handed down a favorable opinion in the District Court and Wawa appealed. There is a fund in escrow to be paid the producers if we win the case. In February or March the fund amounted to about \$35,000.00. I believe this dairy is now paying the established price to the farmers. I think we are in pretty good shape with respect to that case and it will be argued sometime soon.

There was a case in the Superior Court of Pennsylvania which involved some presumptions with reference to enforcement of the Pennsylvania Milk Control laws. Also there was the change in the contract with

Centerville Milk Producers' Cooperative in which the buyer was changed, and, in connection with which we had to iron out all the OPA regulations, etc. Then there were salary equalizations in the office that came before the Federal boards in charge of them.

There were two Federal hearings that Mr. Warner spoke about, where you presented testimony, briefs and exceptions. The proposed Order which came out was unsatisfactory and we had to file exceptions in a further brief. Nothing at all was done finally as everyone seemed dissatisfied with the proposed Order.

Work With Milk Control

There was a proposed Order for New York which affected the Philadelphia market and some secondary markets such as Lancaster and we got into that picture to protect the interests of our producers.

There have been conferences in Harrisburg with the Milk Control Commission and producer organizations about the ceiling prices put on milk and about whether the Commonwealth of Pennsylvania should hold further hearings about the price of milk.

There was also the case of transferring 25 producers who were members of Inter-State to a dairy which was willing to take them on, providing they were willing to stay there a certain length of time and we had to work out a contract for this.

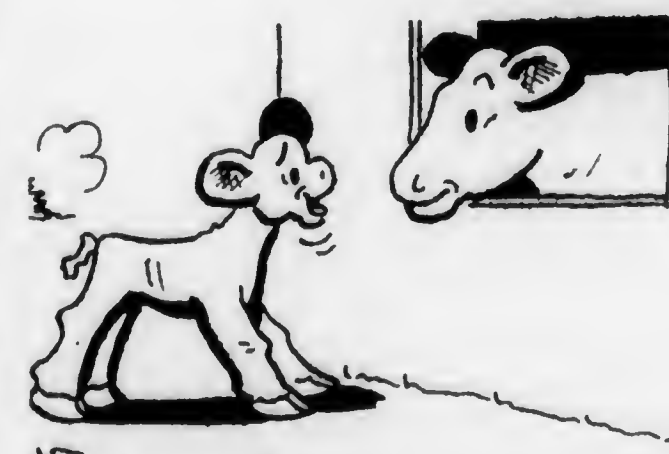
There were conferences in Harrisburg on tax regulations by the Department of Revenue. Hauling contracts have been prepared and advice given on them with respect to two or three dealers. We have a small suit against one dealer who has not paid us all he owes us. In addition to that, there have been directors meetings and executive committee meetings as well as special executive committee meetings. I have attended to try to prevent the Cooperative from getting into any legal difficulties.

"Now be sure and write plain on both of the bottles which is for the cow, my wife and which is for the cow," the old farmer told the druggist, who was filling prescriptions for him.

"That's a registered Jersey cow, and I don't want nothin' to happen to her."

We hear ducks are now singing "Praise the Lord, they're out of ammunition."

—Edmonton Journal.



"Say, Mom, how about some whipped cream for dessert tonight?"

Sound Program Indicated by Resolutions Passed

ALL resolutions passed by the delegate body at the annual meeting except, of course, those approving reports and of a routine nature are reprinted herewith in full. This is a continuation of the long standing policy of Inter-State to inform the members of all such policy making actions of the delegate body.

The discussion on some of these resolutions was lively and spirited. It is felt that the final action on each clearly represented the wishes of the majority of the delegates.

Reasonable and Equitable Regulations for Production and Distribution of Milk

WHEREAS the producers of milk in Philadelphia milk shed have had to meet regulations of a great many city and state Boards of Health in the past, and

WHEREAS a safe, sanitary milk supply has been furnished by our milk producers,

BE IT RESOLVED by delegates and alternate delegates of District 9 that the management and directors of Inter-State be urged to do everything within their power to see that regulations for the production and distribution of milk be kept on a just, reasonable, and equitable basis for all producers and distributors and that these regulations are to be interpreted by all inspectors in the same manner in our Philadelphia milk shed, and

BE IT FURTHER RESOLVED that Inter-State keep in constant touch with various state and city Boards of Health, so that no unnecessary regulations be imposed which would further increase the cost of milk production.

Presented by Delegates and Alternate Delegates of District 9.

Increasing Payments to Districts from \$.75 to \$1.00 per Member

WHEREAS costs have increased considerably during the past year, especially for dinner meetings and

WHEREAS a dinner meeting greatly improves interest in the organization,

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative increase the amount paid to Districts from \$.75 to \$1.00 per year for each commission-paying member.

Presented by Delegates of District 4

Request Increased Indemnities to Cover "T.B." and Bangs' Loss

WHEREAS dairy farmers in the area served by Inter-State Milk Producers' Cooperative from time to time, suffer loss in their herds resulting from the tests for tuberculosis and "Bangs" diseases, and

WHEREAS the indemnity money paid dairymen, who suffer loss resulting from the "T.B." and "Bangs" tests is insufficient to compensate properly those dairymen for said loss,

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative make every effort toward having the amounts of the indemnity moneys increased so as more properly to remunerate the dairymen for the loss sustained.

Presented by Delegates and Officers of District 7

To Provide Funds for Advertising of Milk and Dairy Products

WHEREAS the American Dairy Association is carrying on an advertising campaign, by radio and other direct methods on a national scale, for the purpose of advancing the use of milk and all dairy products, and

WHEREAS such movement is a producer movement and other producer organizations, such as the Inter-State Milk Producers' Cooperative, are supporting it, and

WHEREAS it is to the interests of the producers of the Inter-State Milk Producers' Cooperative and would aid the sale of their product that this movement be supported, now therefore

BE IT RESOLVED that the rate of commission on all producers' marketing agreements now in existence or made in the future be increased one-half cent per pound of butterfat in milk (or its equivalent based on hundred pounds) on all milk shipped by producers during the month of June, annually, such funds to be used for advertising milk and dairy products.

FURTHER RESOLVED that the Board of Directors shall have authority to govern and control the allocation and expenditure of such funds and also to terminate the collection or deduction of this increased rate of commission. In deciding such matters, the Board shall consider what arrangements can be made with American Dairy Association and others so as to procure maximum market-wide support and cooperation in this program.

Presented by the Board of Directors of Inter-State Milk Producers' Cooperative



War and Peace... ICE CREAM is the Balance Wheel of the Dairy Industry

Let's take stock! To know your milk market is good business!

For many years the Ice Cream Industry has been known as the "Balance Wheel" of the Dairy Industry. This was proved again last June and July when the Ice Cream Industry helped absorb the flush of milk production, which occurred even in wartime. The industry's capacity to utilize a large volume of milk products, during peak milk production months, helps assure a seasonal as well as a year 'round market providing a good return for farm milk.

With peace, a sound, stable future may be predicted for both the Dairy Farmer and the Ice Cream Industry. Increased Ice Cream consumption will assure a broader outlet for your expanded milk production.



THE INTERNATIONAL ASSOCIATION
OF ICE CREAM MANUFACTURERS
BARR BUILDING
WASHINGTON 6, D. C.

Fresh Sample Testing

WHEREAS we believe that it is to the best interest of producers to sell milk on the basis of fresh sample butterfat testing,
BE IT RESOLVED that the Inter-State Milk Producers' Cooperative do everything in their power to get the laws revised so as to permit this method of butterfat testing.
Presented by Delegates of District 23

Urge Continued Research on Mastitis and Bangs Disease

RESOLVED that Inter-State Milk Producers' Cooperative reiterate its resolutions of last year and urge our State Department of Agriculture and our National Department of Agriculture, to do their utmost, both scientifically and financially, to combat Bangs' disease and mastitis.
Presented by Delegates of District 8

Plans for 1945 Annual Meeting

RESOLVED that the Board of Directors arrange for the next Annual Meeting as soon as possible, also that the local meetings be held a little earlier in the fall so that the delegates may be chosen and arrangements made earlier for hotel accommodations.
Presented by Delegates of District 17

Commend Board of Directors on Price Policies

BE IT RESOLVED that the Board of Directors of Inter-State Milk Producers' Cooperative be commended for their efforts in trying to secure a price for milk based on the cost of production.

AND BE IT FURTHER RESOLVED that the delegates assembled request them to continue their efforts along this line.
Presented by Delegates of District 23

Busy farmers can't afford
To fool with cows that don't pay
board.

STEWART CLIPMASTER Cool, Easy Running Cow Clipper

Preferred the world over for its greater speed, ease of handling, rugged, lasting durability.



The quota of STEWART Clipmasters WPB authorized us to produce is being shipped at intervals to distributors for their dealers. We do not believe there will be enough to meet the demand; so see your dealer early. STEWART Clipmaster Model S1 is the cool-running clipper with the anti-friction tension control that assures perfect tension between blades for faster, easier clipping. Exclusive Stewart design bull-bearing motor is air cooled and entirely enclosed in the insulated EASY-GRIP handle that is barely two inches in diameter. Send for FREE Catalog of Stewart clipping and shearing machines. Made and guaranteed by:

Chicago Flexible Shaft Company, Dept. 46
5609 W. Roosevelt Rd., Chicago 50, Ill.
Over Half a Century Making Quality Products

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPER SERVICE

Stewart clippers cleaned and repaired. Blades sharpened, 50¢ per set. Enclose 10¢ additional for postage. Prompt service. C. H. Pownall, Nottingham, Pa., R. 2. Inter-State member.

AMERICA'S LEADING LIVESTOCK JOURNAL. Send \$1.00 year's subscription. Three years for \$2.00. FREE Magnetic Breeding Calculator with each subscription. Breeder's Gazette, Box IM-1, Spencer, Ind.

Cash Prizes

For Winning Pictures
in the

REVIEW PICTURE CONTEST

An opportunity to turn your
really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page,
\$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review,
401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Telling About Milk

C. I. Cohee Reports for Dairy Council

DAIRY farmers in the Philadelphia-milk shed are in a better position to cope with expected post-war surpluses following World War II than they were in the period after World War I.

Several factors contribute to this situation. Farmers generally are in a better financial position, with substantially less indebtedness than at the close of the first world war. They have stronger and better organizations—organizations equipped both financially and with experience to represent them more adequately. There also seems to be a better spirit of cooperation existing than was the case at the close of the first world war.

Dairy farmers have benefited by a quarter of a century of educational work designed to acquaint the public with the importance of dairy products from the nutritional standpoint. Food habits have changed substantially in the past quarter of a century, with marked increases in the consumption of protective foods—particularly dairy products.

Consumption of fluid milk in the Philadelphia area now stands at an all time high. Reports indicate that approximately 40 percent more fluid milk is being consumed in this district than was the case five years ago.

The problem of maintaining this high level of consumption is one that will require earnest effort. To this end, the Dairy Council has maintained its thousands of contacts with schools, health centers, clinics, service clubs, parent-teacher associations, professional groups and many others. The importance of maintaining work in the schools is indicated by the ever changing groups of school children. An entirely new group of prospective milk consumers occurs each year.

Increased activity on the part of Dairy Council workers has occurred among industrial concerns—with more than 400 manufacturing companies, employing a total of more than a quarter of a million people having been reached by Dairy Council workers.

With a view of intensifying the work of the Council following the war, a reserve fund has been built up and now amounts to more than \$100,000 dollars. While this sum in the aggregate sounds large, when spread over the more than three and a half million people living in the areas covered by the local Dairy Council, it can be readily seen amounts to less than 3 cents per customer.

Post-war competition in the food field promises to be exceptionally keen. The war has led to many developments in the food field. New types of concentrated foods, frozen foods, and many food innovations have occurred during the war. The potential threat of these foods to milk consumption must be met in the post-war period. Council nutritionists have long felt that there are hidden facts about milk that could be developed through the medium of careful research.

The National Dairy Council in cooperation with the American Dairy Association is now making some fifteen separate studies in leading colleges and universities through-

out the country, to bring to light some of these hoped for facts concerning dairy products.

The American Dairy Association is rendering a conspicuous service in this connection. The continued cooperation of the American Dairy Association is essential in the post-war period since this organization, in addition to its contribution in the matter of research, is in a position to do certain types of work that do not come within the scope of Dairy Council activities. Direct point of sales promotion in stores and markets, and in the matter of industry advertising will be needed in the post-war period. Butter sales at the date of this writing are only about 50 percent of normal. Cheese, ice cream, and other dairy products have likewise been reduced because of short supplies. Intensive efforts will be required to re-establish the sale of these products to normal levels—and the Council will need the cooperation and aid of the American Dairy Association to this end.

While we are today enjoying the benefits of a strong market for our products, and find it difficult to obtain adequate supplies to meet the demands of the consumers, it is nevertheless important that we give thought to our future markets since we will undoubtedly end the war with the greatest production of milk that this country has ever seen. If it can all be consumed, the Dairy Industry will continue as a prosperous industry—if it backs up, however, in the form of surpluses, this large production can easily be a great detriment to the dairy industry.

It is an opportune time to give consideration to the importance of improving the quality of our products, to strengthen and develop our cooperatives, and to plan for the future promotion of milk and dairy products—confident that in so doing we not only are building a greater dairy industry, but a stronger and healthier nation. (A complete reprint of the Dairy Council annual report will be carried in the January, 1945, issue of the Review. Watch for it.)

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department.

Your advertisement should reach us by the 10th of the month.

Public sale of Guernsey cattle, registered and grade, also farming equipment. Thursday, January 11, 1945, at 11 A.M. Edward W. Cooch, Cooch's Bridge, Delaware.

Registered Ayrshires, T.B., Bang's accredited. Dam of herd bull was grand champion at 1931 National Dairy Show, has life-time record over 140,000 lbs. milk, 6,000 lbs. fat, still producing. Sire of our herd sire was grand champion at many state fairs, 53 AR daughters. Bull calves from fine registered cows that produce over 10,000 lbs. yearly—at farmer prices. Tom Hileman, Hollidaysburg, Pa., R. 2.

Future Dairy Policy

Outlined by Milk Producers Federation

An eight-point policy, designated to protect dairy income in the immediate and post war period, was adopted at the close of the three-day meeting of the National Cooperative Cooperative Milk Producers' Federation. This was the annual convention of the Federation and was attended by 384 delegates from 40 states.

The Program Calls for:

1. Adoption of a federal parity formula which will assure equitable parity price relationships between milk and dairy products on the one hand, and basic farm crops and industrial labor on the other—the relationships also to recognize regional conditions.

2. Opposition to federal subsidies in favor of adequate returns based on a direct price basis.

3. Development of a federal price policy which will give producers of cream for butter a price comparable to the returns of other dairy products.

4. Study of surplus disposal programs, such as the school milk programs, food stamp plans, foreign relief and expanded export sales—and action toward establishing the surplus holding pool plan.

5. Support of the federal marketing agreements act, and the extension of the program to manufactured dairy products, particularly evaporated milk.

6. Encouragement among milk producers of greater efficiency in production through herd improvement, more even production, improved quality and sound fiscal policies.

7. Extension of dairy cooperatives and assistance in strengthening existing progressive bona fide cooperatives.

8. Support to expanded programs of national education and advertising for milk and dairy products.

Experts Provide Background

Providing a background for adoption of the Federation's policies, Carl A. Hardigg, Brigadier-General of the Army Quartermaster Corps, declared that "it would seem that the great efforts which you have put forth in the past will still most certainly be needed in 1945 by your Army and Navy . . . Our working inventories of dairy products always have been lower than we had hoped."

In a discussion of foreign needs, Eric Englund, of the office of Foreign Agricultural Relations, said that the present dairy cattle population in Europe has been reduced during the war by perhaps less than ten percent, and that few importations of dairy animals will be needed to rebuild the dairy herds.

From the domestic angle, Louis F. Herrmann, Federation economist, pointed out that "while total milk production, after three stationary years, is nearly 'on the nose' of the long-time production trend, sales of whole milk at wholesale have gotten years ahead of the trend. That is an outstanding fact about farm marketings of milk."

"It looks as though domestic consumption habits will provide ample appetites for prospective milk supplies," he concluded. "The big question concerns the prices at which consumers will take the post war

output of dairy products.

Tom G. Stitts, chief of the dairy and poultry branch of War Food Administration, issued a warning on post war price policies. He said that "No group in the nation is more interested in maintaining the current high level of fluid milk production than producers and their cooperative leaders . . ."

"Efforts to maintain fluid milk prices at war-time levels will, of course, be made by many groups of milk producers. If such prices force a reduction in fluid milk sales the effect will be felt in added surplus burdens and probably lower prices throughout the rest of the dairy industry. All of this means that the post war dairy problem will be much simpler if high fluid sales can be maintained."

Subsidy Effects Analyzed

One session of the program was given over largely to the discussion of subsidies and their present and probable future effects on the dairy industry.

Charles Holman, the Federation's secretary, stated that "These subsidies account for upward of 14 percent of dairy income and in individual instances may run from 20 to 30 percent of the total."

In a panel discussion of this subject, speakers from widely separated parts of the country were unanimous in their objections to subsidies as a means of reducing the immediate visible cost of living.

Henry G. Hagg, with Interstate Associated Creameries of Oregon, said, "The consumer is being taught to get his food below cost and will finally demand it so. Milk producers will necessarily demand bigger and better subsidies, and politicians will rise or fall on the issue."

It was stated by Ken Geyer of the Connecticut Milk Producers' Association that the subsidy program deprives producers and their cooperatives of the right to bargain for fair prices, stating, also, that they have inadequate opportunity to appear at public hearings to establish the need for fair prices. Similar comments were made by speakers from the South and the Midwest.

In a talk on cooperation between cooperatives, A. H. Lauterbach, general manager of Pure Milk Association of Chicago and former manager of Inter-State, observed that there has been entirely too much strife among the cooperatives themselves.

Cooperation Among Cooperatives

"They will be better off," he said, "if they adopt more the philosophy of the churches and do not become too much excited when another cooperative is organized in their territory—particularly if the new organization can make cooperators of some of the farmers who have not previously belonged."

A special session of Federation women, some 80 strong, discussed, among other things, the regulation and control of oleomargarine. This discussion was led by Mrs. Margaret K. Taylor, who said, in part, on the subject:

"Dairy farmers have no desire to deprive consumers of oleo. They simply take the stand that all imitations of dairy products should be regulated to protect the consumer from the fraud and deception against which oleo regulations were originally enacted. The United States Supreme Court recently affirmed the same position in upholding laws which bar filled milk from interstate commerce." (Please turn to next page)

Did you get gift money for Christmas? Put it in bonds!

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HOW TO BUILD IN WINTER WITH CONCRETE



You needn't wait 'til spring to do farm concrete work. Valuable war-time production aids such as labor-saving barn floors, sanitary farrowing floors and other inside jobs are easily protected from the weather. Precast watering troughs can be built in the barn. Foundations can be trenched, filled with straw to keep out frost, and concrete placed anytime the weather is above freezing.

The necessary precautions for winter concreting are simple. Write for free instructions and plan now to make repairs and improvements as weather permits. Concrete materials are widely available. Reinforcing steel seldom needed.

If you need help, see your concrete contractor, ready-mixed concrete producer or building material dealer.

PORTLAND CEMENT ASSOCIATION

Dept. M12-50, 1528 Walnut St., Philadelphia 2, Pa.

Send me cold weather concreting instructions!

Name

Street or R. R. No.

City State

Federation Sets Policy

(Continued from page 31)

At the closing session of the Federation's convention, the board of directors was elected for the ensuing year. B. H. Welty, Inter-State's president, being re-elected as a board member. He was also named a member of the Executive Committee.

Officers of the Federation, all of whom were re-elected are: president, John Brandt, who is president of Land O' Lakes Creameries; first vice-president, W. P. Davis, of the New England Milk Producers' Association; second vice-president, W. J. Knutzen, Burlington, Washington; treasurer, George W. Slocum, Milton, Pa.; and, secretary, Chas. W. Holman, Washington, D. C.

Square Milk Bottles Have Advantages

A new development in the retailing of milk has been the square milk bottle, which is already in use in a very few markets and the use of which will probably be expanded. We have not seen any of these bottles but "The Dairy World" comments editorially on them as follows:

"Milk bottle manufacturers have been experimenting with square milk bottles in various dairy plants for some time, and it is now evident they are satisfied results warrant devoting production efforts to them.

"Two advantages of square milk bottles stand out prominently—more milk can be handled on the delivery units, and more bottles of milk can be stored in the available refrigerator units in homes and stores.

"Square milk bottles occupy less space than round bottles. They pack closer and require smaller bottle crates which are more convenient to handle. They reduce distribution costs, and offer customer convenience."

Chet Rogers says there are just four kinds of women. Take your choice . . . They are either like

(1) a book—always bound to please.

(2) an auto—needs choking every so often.

(3) a party platform—subject to change without notice.

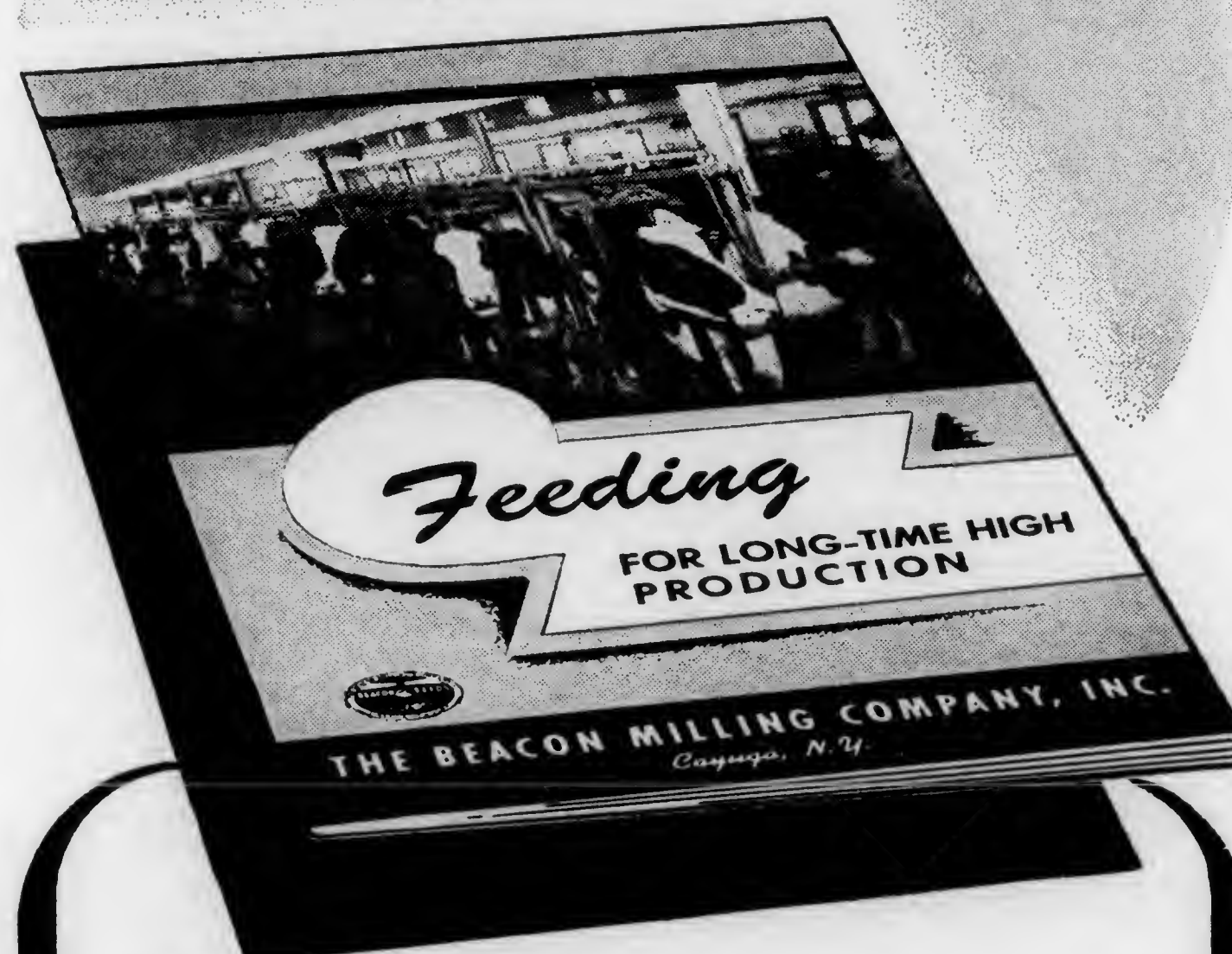
(4) a callus—it takes hard work to get it, it hurts when you have it, but you kind of miss it when it's gone.

Pastor: "Good morning. May, I hear God has sent you two little twin brothers."

Little May: "Yes sir, and He knows where the money's coming from, too. Daddy said so."

Tight boots are one of the world's great blessings, they make you forget all your other troubles.

WRITE TODAY FOR *Your* COPY!



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NEW Dairy Booklet

Contains a complete feeding
program for lifetime production

SUCCESSFUL DAIRY FARMERS know that it's the high lifetime average that counts when the books are balanced. Dr. Paul E. Newman, Director of Dairy Research for the Beacon Milling Co., tells, in this important new study of planned, long-range feeding, how to achieve it. ESSENTIAL to a complete understanding of feeding for profitable dairy operation under present-day conditions.

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- ☐ to attain economical HIGH PRODUCTION over a long period
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SEND AT ONCE FOR THIS FREE BOOKLET

The Beacon Milling Co., Inc., Box 15, Cayuga, New York

BEACON Feeds

Keep your milk statements. You need them at income tax time when guesses don't go. They are a part of your business records. File them in a safe place.

INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY INTER

Vol. XXV

Philadelphia 8, Pa., January, 1945

No. 9

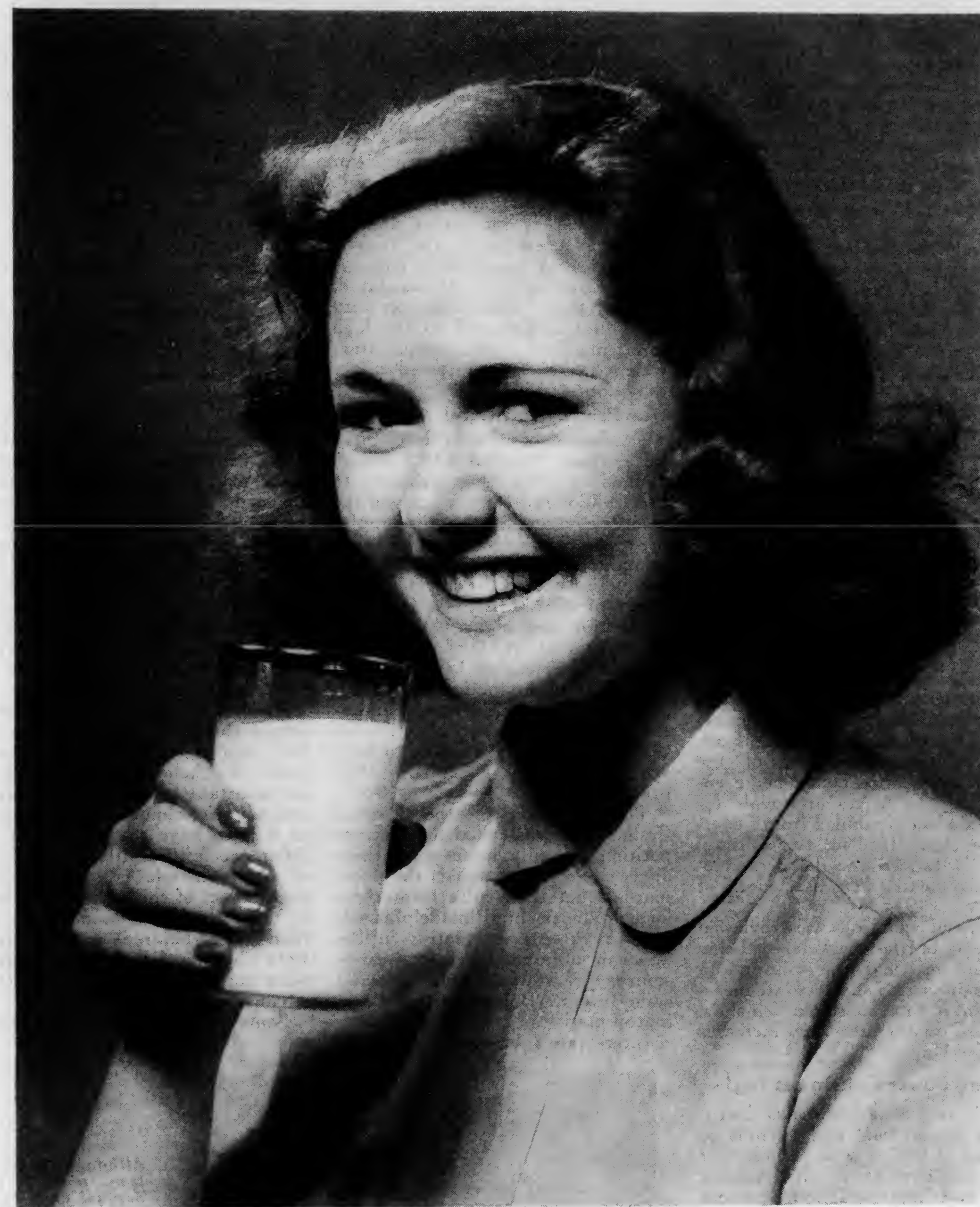


Photo by Lambert

Wholesome

Milk Costs Continue Upward Penna. Hearings Bring Records Up to Date

HEARINGS have been held during December and January by the Pennsylvania Milk Control Commission in all marketing areas of the Commonwealth. Inter-State has participated in the hearings held at Lancaster for Area 14, at Ebensburg for Area 9, Huntingdon for Area 10 and at Norristown for Area 1A, as well as making an appearance at the hearing for the State-Wide area held at Harrisburg on January 3. This appearance was made at the request of the Milk Control Commission.

Separate briefs were presented at each of these hearings by **Earl E. Warner**, Inter-State's statistician, each one dealing with price history, cost records and production conditions in the specific area.

Prices "Frozen" Since 1943

The present price in each of these markets became effective on February 1, 1943, although, it was pointed out, the OPA price freeze order was based on maximum prices paid in January, 1943. Since OPA had already approved consumer increases in some of these areas which were in effect when the price freeze order came out, the Commission and Inter-State, together, obtained the approval of OPA for allowing the Commission's new prices to stand.

New hearings were held in these areas in August, 1943, and orders were issued based upon those hearings. However, because of the hold-the-line price policy being enforced by OPA, no approvals for increases were obtained from Federal agencies. Instead, the subsidy, officially termed the dairy production payments, were started as of October 1, 1943.

Demand conditions were reviewed for each of the markets, it being pointed out that the sales quota orders prevented any accurate measurement of total consumer demands, as these quotas prevented increases in Class I sales.

Buying Power Continues High

However, since milk sales fluctuate as employment and payrolls go up and down, it was pointed out that employment in the Altoona area had increased four percent from September, 1941, to September, 1944, with total payrolls going up 31 percent in the same period. In the Lancaster market employment went up a net of eight percent and payrolls, 47 percent.

Figures for Pennsylvania as a whole from January, 1941, to Sep-

tember, 1944, using 1932 as a base of 100, showed employment at 118 in January, 1941, and 132 in October, 1944. Total payrolls, using the same base period, were 180 in January, 1941, and 337 in October, 1944.

It was pointed out that there had been some drop in total employment during the past year but that "there has been a tendency for payrolls to increase at a much more rapid rate than employment when employment is increasing and to decline at a less rapid rate, or even to increase at times, when employment is decreasing." It was stated, further, that "This condition very likely has contributed to the high level of fluid milk consumption which has been maintained under the quota system."

Our Production Level

Production of milk for the country as a whole totalled 119.2 billion pounds in 1942, then dropped to 118.1 billion in 1943. A study of the records covering 5,000 herds supplying Philadelphia dealers showed that in only eleven weeks of 1943 did production exceed the corresponding weeks of 1942. In 1944, however, production was higher 43 different weeks than it was during the corresponding weeks of 1943, showing a recovery of production.

It was emphasized that the subsidies which became effective in October, 1943, were too late to have any appreciable effect on 1943 production.

The attention of the Control Commission was called to the competition for milk in most of these areas. Not only must the local markets get their milk from these local producers, but Philadelphia and New York are also active in the areas or obtain milk from nearby sources. Likewise, some demand came from the Baltimore and Washington markets.

Inter-State's brief, as presented

by Mr. Warner, presented some facts concerning the seasonal variations in production. It was brought out that up to 1934, with the base-surplus plan in effect in Philadelphia, the variation between spring and fall was relatively small, but, beginning in 1935 the seasonal variation became much greater. On a proportionate basis, however, it was emphasized that except for an occasional extreme year there has not been a great increase in the range between spring and fall production.

Leveling Seasonal Variations

The percentages by which the averages of the three spring months, April, May and June, exceeded the averages of the three fall months, October, November and December, are as follows, starting with 1935: 21, 18, 20, 31, 22, 19, 22, 31 and 36. 1944 figures are not yet available.

Three methods were mentioned by which seasonal variation may be reduced. One was the base-surplus plan, which would require regular and very careful auditing in order to be both effective and fair. Another plan, adaptable only to markets with a market-wide pool, is the retention of a part of the price by the Market Administrator during the flush months to be added to the price during the short months.

The third plan is a definite variation in the price between spring and fall. On this point it was stated that "We believe that it is quite as important to make such a spring and fall price change system certain as it is to have the amount of the difference sufficient." Evidence of this principle is found in the slight effect of the subsidy payment in the fall of 1943 announced less than a week before it started, and in 1944 when the fall rates of payment were announced four months in advance.

Some of the factors affecting the

(Please turn to page 13)



★ Although only fifteen months old, Samuel Enos Fryer, son of Enos Fryer, Spring City, Pa., is doing his best to solve the man power shortage. ★

Goss, Hedlund, Derrick Headline Pennsylvania Dairymen's Meeting

THE second week in January was "Farm Show Week" at Harrisburg. Although no show was held this year, state-wide farm organizations held meetings during that week, most of them being on January 9, 10 and 11. A general meeting for Farm Show visitors was held on the evening of January 9, which was addressed by **Governor Edward Martin** and **Walter D. Fuller**, president of the Curtis Publishing Company, who was Inter-State's banquet speaker in November.

The Wednesday and Thursday meetings were of special interest to dairymen, with dairy breed association meetings being held on Wednesday, including the Ayrshire, Guernsey, Holstein and Jersey groups.

The Pennsylvania Dairymen's Association banquet was held on Wednesday evening and the business and general sessions on Thursday. The banquet drew a capacity crowd, with **Albert S. Goss**, Master of the National Grange and a member of the War Mobilization Board, the principal speaker. **O. H. Hoffman, Jr.**, Inter-State's general manager was toastmaster at this event.

Goss discussed with the dairymen recent developments at Washington as observed by him in his work with the National Grange and as a member of the War Mobilization Board, a body of twelve men, three from agriculture, three from industry, three from labor, with three "at large" appointed by the President.

Wants Full Story Told

He was deeply concerned with the tone of the news and information given the public, stating that his work there has convinced him that the war is in a much more critical stage than the American public has been given to believe. He expressed the further opinion that were the situation pictured more accurately there would be fewer industrial disputes that result in slowdowns, strikes and reduced output of war time goods.

He emphasized that this nation must have an "economy of plenty," in order to weather the post war period and be able to pay our national debt. This, he said, will entail some surpluses which must be handled wisely and effectively. He recommended a two-price system and an "equitable basis of parity," instead of the present out-moded and inadequate concept of parity.

In his talk, Goss enumerated three guide posts used by the National Grange in determining its policies, which, he said, are basic principles of progress. They are:

1. All prosperity is dependent upon the production of wealth.
2. The compensation of each individual is dependent upon his contribution to the general welfare.
3. The main responsibility of government is to protect its citizens from aggression, either physical or economic.

Mr. Goss was introduced by **Kenzie S. Bagshaw**, Inter-State director and a member of the Executive Committee of the National Grange.

Officers Re-elected

Announcement of awards to dairymen with outstanding DHIA records for their cows and herds was also made at this meeting. One of the significant awards was won by **E. Page Allison** of West Chester, one of whose Holstein cows has a life-time record of 110,624 pounds of milk and another one of 101,625 pounds.

The Dairymen's Association, at the Thursday meeting, re-elected: **V. A. Houston**, Northampton, president; **S. B. Williams**, Middletown, vice-president; **Chas. E. Cowan**, Lancaster, secretary-treasurer; and **Lee M. Poorbaugh**, York, assistant secretary-treasurer. The Board of Directors consists of **Kenzie S. Bagshaw**, Hollidaysburg; **Jos. Canby**, Hulmeville; **Wilbur Barkdoll**, Mt. Alto; **Herbert Seeley**, Knoxville and **M. Reed Welch**, Burgettstown. The first three named are members of Inter-State.

Intense interest was shown by the dairymen in the talk by **Dr. R. O. Biltz**, a veterinarian with E. R. Squibb and Sons, on "Practical Measures in the Control of Mastitis."

Our 1945 Dairy Prospects

He was followed by **Dr. G. W. Hedlund**, head of the Department of Agricultural Economics, Pennsylvania State College, who talked on "Economic Conditions Facing Pennsylvania Dairymen." Some of the high lights of his talk are included in the following summary: "Frankly, I do not see much change in the dairy picture for the coming year. I expect that Pennsylvania dairymen will produce more milk than they did in 1944 and may

set an all time record. I do not expect prices to change much but expect some increases in costs, especially farm labor. We seem to have passed the peak in net farm income. Some softening of prices could occur during the year, depending largely on government procurement policy. An early end of the European war would hasten such changes. These, together with rising costs, could result in much less favorable conditions in the industry."

Foreign Markets in Doubt

B. B. Derrick, secretary-manager of the Maryland and Virginia Milk Producers' Association, talked on "The Milk Marketing Situation," and indicated that dairymen who are building hopes on a big foreign demand for dairy cows and dairy products after the war will likely be disappointed.

Only a small reduction in cow numbers has occurred in most continental European countries, while England has actually increased her dairy output and has entered into agreements with dominions and colonies of the empire for post war supplies of dairy products. He expressed a need for government supervision of milk marketing as long as there are distributors who seek profits through low cost supplies and as long as there are producers who choose to remain independent.

Efficiency Pays

C. T. Conklin, secretary of the National Ayrshire Breeders Association talked on "Practical Post War Dairying." He emphasized the need for efficient production and championed the idea that high production comes first in successful dairying, but that the ideal is to combine high production with good type animals.

Efficiency of production, in his mind, goes hand in hand with reasonably high production and with a maximum size herd that conditions on the farm will support.

Conklin also expressed the idea that farmers should check up on themselves in search of ways of doing their everyday chores more easily or more quickly.

"Dear Ma: I joined the navy because I admired the way the ships was kept so clean and tidy. But I never knew until this week who keeps them so clean and tidy.—Love, Junior."

INTER-STATE MILK PRODUCERS REVIEW

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New Inter-State Locals at Brandtsville and Biglerville

Increasing growth in prestige of
Inter-State in the Cumberland Valley
area is evidenced by the recent
establishment of the Brandtsville
Local. Members of that local were
formerly a part of the Cumberland
County Local but, with increasing
membership in the Brandtsville area,
producers felt the need for their
own local and also believe that this
will result in larger attendance at
local meetings and an all around
better understanding of their Co-
operative.

The local was formally established
in November, with the following
officers elected: President, John R.

Boyer, Mechanicsburg; Vice-Presi-
dent, Walter C. Lehmer, Dills-
burg; Secretary-Treasurer, Chester
H. Heisey, Mechanicsburg, Pa.
Stewart Lehman of Dillsburg was
chosen delegate and W. C. Lehmer,
Dillsburg, Pa., alternate delegate.

Another local has been established
among producers supplying the Big-
lerville plant, recently acquired by
the Scott-Powell division of Phila-
delphia Dairy Products Company.
The Biglerville Local members met
on January 5 and elected the fol-
lowing officers: M. T. Walter,
Biglerville, president; Henry Wag-
ner, Biglerville, vice-president; Geo.
L. Haenn, Gettysburg, secretary-
treasurer. Geo. L. Haenn was
chosen delegate and Henry Wagner,
alternate delegate.

The milk of these producers
formerly went into manufacturing
channels and upon becoming a per-
manent part of the Philadelphia
fluid market the producers saw the
need of becoming a part of Inter-
State.

Law Exempts "Essential" Farm Workers from Draft

Our farmers face a critical period.
The new Selective Service policy,
in which every effort is being made
to get all able-bodied men who can
be spared from essential jobs into
the armed services, is likely to
leave many farmers short-handed.

In this, each local Selective Service
Board has a tremendous responsi-
bility. Each board must study all
present farm deferments, re-classi-
fying within the law each man ac-
cording to the relative need for
him in his present work and in the
armed forces.

It is quite probable that there
are some who may be "hiding"
under agricultural deferments. It
is hoped the Selective Service Boards
will find every such man and recom-
mend him for induction.

At the same time it will be the
job of these same boards to observe
the law and wherever an essential
farm worker is concerned continue
him in that status, unless or until
someone can be found who is
qualified to take his place on the
farm.

**The Tydings amendment defi-
nitely authorizes the deferment
of any farm worker who is
essential until a qualified worker
can be found to take his place.**

Auctioneer: "What am I offered
for this beautiful bust of Robert
Burns?"

Man in crowd: "That ain't Burns,
that's Shakespeare."

Auctioneer: "Well folks, the
joke's on me. That shows what I
know about the Bible."

MILK PRODUCERS REVIEW

Personal Glimpses

Tobacco growers in Lancaster
county have recently organized the
Pennsylvania Tobacco Growers Co-
operative Association. Horace K.
Martin, Goodville, Inter-State di-
rector, was active in establishing
this new cooperative and has been
elected secretary of it, with John
S. Shenk of Lancaster a director.

Dr. George Taylor, who has
been extension dairyman at Rutgers
University at New Brunswick, N. J.,
for several years, has resigned that
position and accepted a position in
the farm department of the U. S.
Rubber Company. The change was
effective January 1.

Montgomery County, Pa., has one
of the outstanding 4-H baby beef
clubs in the state and a large part
of the credit for its success is due
S. Walter Stearly of Trappe, who
is starting his fifteenth year as
local leader of the club. His club
members have won many prizes at
local shows held at Royersford,
sectional shows at Hatfield and
Allentown and the State Farm Show.

Word has been received by Homer
Stoltzfus of Pottstown, Pa., that
his son, Sergeant Earl Stoltzfus,
gunner on a bomber in Italy has
just been awarded the air medal.

Wilbur F. Barkdoll, Mont Alto,
received recognition for his Ayrshire
breeding and farming activities, in
the December issue of "Ayrshire
Digest." His 33 cows made an
average of 9792 pounds of milk and
417 pounds of butterfat, said to be
one of the highest combination
records ever made with a herd of
that size.

On January 3, Christian Hun-
sicker was installed as Master of
Keystone Grange No. 2. This is
the second oldest Grange in Penn-
sylvania and Mr. Hunsicker is the
youngest person ever to serve in
that capacity.

Being the oldest member in the
majority party in the Pennsylvania
House of Representatives, Norman
Wood, Peach Bottom, Lancaster
county, was given the honor of
announcing from the rostrum of the
House, the morning of January 2,
that the General Assembly would
convene at 12:00 noon. Wood has
been a member of the House since
1923.

At the meeting of the Holstein
Association, January 10, Jesse
Kurtz, Carlisle, was elected a
director to represent Cumberland
county.

Frank E. Busler, Peach Bottom,
was recently elected vice-president
of the Hampshire Swine Breeders
Association.

Why is it necessary to shorten
the tails of men's shirts when the
tax collector will soon take the
whole thing?

January, 1945



Olin S. Davis, Jr.,
receives congratu-
lations on winning
Maryland 4-H a-
ward.

Md. 4-H Dairyman Wins Chicago Trip

The honor of being the year's
outstanding 4-H dairy club member
on the Eastern Shore of Maryland
goes to Olin S. Davis, Jr. of Colts.
As a reward for this achievement
he was one of Maryland's delegates
to the National 4-H Club Congress
held in Chicago early in December,
this trip being made possible through
a contribution made by Inter-State
Milk Producers' Cooperative.

Olin is a breeder of purebred
Holsteins in his own name. He now
has seven and has sold one. The
four now in milk, two of them first
calf heifers, produced in the first
eleven months of 1944, 33,549
pounds of milk and 1166.9 pounds
of fat. In addition, he has been a
successful exhibitor, having won
66 ribbons, including a state-4-H
championship, at ten fairs over
six years' time.

Not only is Olin a good dairyman,
but he is active in other ways, also.
He has at different times served as
president, secretary and treasurer of
the Upper Kent Boys 4-H Club and
has assisted other boys in their 4-H
dairy problems. A senior in the
Galena High School, he is very active
in athletics and other school activi-
ties.

When Inter-State members in
District 19 hold their annual dinner
meeting at Chestertown on January
31, they will hear Olin tell about his
trip to Chicago. He will appear on
the program with John Brandt,
president of the National Coopera-
tive Milk Producers' Federation and
O. H. Hoffman, Jr., Inter-State's
general manager.

Following his return from Chicago,
Olin wrote to Inter-State as follows:

Colts, Kent Co., Md.
December 19, 1944

Inter-State Milk Producers Cooperative
Philadelphia, Pa.

DEAR SIRS:

I wish to thank you for my most enjoy-
able trip to Chicago to the 4-H Congress.
I had a wonderful time and got many sug-
gestions which I feel will be of help to my
community 4-H Club.

Thanks again to you for providing me
with an opportunity of a lifetime.

Sincerely,

(s) OLIN S. DAVIS, JR.

Final Tax Due March 15 —Keep Milk Statements

The filing of an income tax
return is a disagreeable job, but it
has to be put on the "must" list
of every individual in the country
who has a gross income of \$500 or
more per year. This includes prac-
tically all farmers, and certainly all
full-time farmers operating in the
Philadelphia milk shed.

The filing of a preliminary return
was required not later than January
15 and, with that, the payment of
the estimated tax.

For those who were not able to
make this a final return, another
two months is provided for that
purpose, that is, the final return is
to be filed not later than March 15,
and at that time any additional
tax as shown by final calculation
must be paid, or if overpayment
was made with the preliminary re-
turn the tax payer is given a choice
of asking for a refund or arranging
to have the overpayment applied
on his 1945 tax.

Although the preliminary esti-
mate for 1945 need not be filed
before January 15, 1946, any farmer
who so desires may file an estimated
return for 1945 on or before March
15 and pay one-fourth of his esti-
mated 1945 tax at that time. Then,
each quarter, that is, June 15,
September 15 and on January 15 of
1946, additional installments of one-
fourth of the total estimate will be
required.

If, however, the income situation
has shown any material change, a
revised estimate may be filed, either
raising or lowering the previous
estimate. In any case, a final
return must be prepared and filed
not later than March 15 of the
following year.

Every milk buyer operating under
the Pennsylvania Milk Control
Commission or Market Order 61
for Philadelphia is required to fur-
nish each producer a statement with
each milk check. These statements
should be carefully preserved, as
they provide an authentic basis for
calculating the income from milk
for the year.

Hearing at Philadelphia Planned for February

A hearing is being contemplated
by War Food Administration to con-
sider proposed amendments to Mar-
keting Order 61 for the Philadelphia
milk marketing area, according to
an announcement recently received
from Wm. P. Sadler, Market
Administrator.

He states that, according to in-
formation supplied him by WFA,
this hearing will be held about the
middle of February, and that propo-
sals for amendments to the order
should be filed with the Dairy and
Poultry Branch of WFA not later
than January 17. Notice to this
effect was sent to all handlers oper-
ating under Order 61 and to all
other persons who have previously
expressed interest in such matters.

As the REVIEW goes to press,
Inter-State is developing several
proposed amendments for considera-
tion at the hearing when held.

Climbs Ladder—FFA & 4-H to I-S. District Secretary

Our records show that J. Wilbur
Houser, Lampeter, Pa., is one of
Inter-State's outstanding young
members.

Wilbur's first personal contact
with Inter-State occurred when he
was in high school, he being a mem-
ber of an FFA tour supervised by his
instructor, Wayne Rentschler, to
see some of the significant agricul-
tural industries in Philadelphia.
Philadelphia arrangements for this
tour were planned by Inter-State.

He had enrolled in the vocational
agriculture course at the Lampeter
high school in 1937, and during the
following four years conducted
eleven home projects in the Future
Farmers of America program. This
culminated in his winning the
"American Farmer" degree at the
Future Farmers of America conven-
tion at Kansas City, Mo.

Club work also received Wilbur's
attention, he being a 4-H dairy
club member from 1939 to 1943,
and in 1941 he was a member of
the state champion dairy judging
team, winning a trip to the National
Dairy Show at Memphis. In 1942
he took part in the Lancaster County
4-H clean milk production contest,
which was sponsored by Inter-State.

Our records show that in March,
1944, Wilbur was taken in as a
partner with his father and the
Inter-State membership was trans-
ferred to the partnership of Jacob
R. Houser and Son.

Last fall he was elected a delegate
by the members of the West Lam-
peter Local, and when the delegates
of district 7 met shortly thereafter
they elected him secretary of the
district delegate body.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Nov.-Dec. | Class II Nov. | Class II Dec. | Class III Nov. | Class III Dec. |
|-----------------------|-------------|-------------------|---------------|---------------|----------------|----------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.270 | \$3.301 | \$2.541 | \$2.531 |
| Altoona | 9 | 3.70 | 3.197 | 3.233 | 2.502 | 2.498 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.197 | 3.233 | 2.502 | 2.498 |
| State-Wide | 11 | 3.50 | 3.197 | 3.233 | 2.502 | 2.498 |
| Lancaster | 14 | 3.73 | 3.215 | 3.251 | 2.502 | 2.498 |
| Reading | 15 | 3.70 | 3.215 | 3.251 | 2.502 | 2.498 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| November | I | IA | II | III | "A" | Bonus |
|------------------------------|-------|----|-------|------|-----|-------|
| Eachus Dairy | 94 | 0 | 6 | 0 | — | — |
| Everett Milk & Ice Cream Co. | 54.78 | 0 | 39.78 | 5.44 | — | — |
| Hoffman's | 84 | 11 | 5 | 0 | — | — |
| Penn Cress Ice Cream Co. | 60 | 0 | 40 | 0 | — | — |
| Williamsburg Dairy | 100 | 0 | 0 | 0 | — | — |

| December | New Jersey Norm | Cream |
|----------------------|-----------------|-------|
| Abbotts Dairies | 100 | — |
| Castanea Dairy | 100 | — |
| Scott-Powell Dairies | 100 | — |
| Supplee-Wills-Jones | 100 | — |

Prices Paid for 4% Milk

| Buyer | Location | Area | Nov. | Dec. |
|------------------------------|-------------------|-------|--------|--------|
| Abbotts Dairies | (N. J. Producers) | — | \$4.03 | \$4.03 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.85 | — |
| Blue Hen Farms | Wilmington, Del. | — | 3.83 | — |
| Centerville Producers Co-op. | Centerville, Md. | — | 3.80 | 3.80 |
| Clover Dairy Company | Wilmington, Del. | — | 3.90 | 3.88 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Delamare Dairy | Wilmington, Del. | — | 3.90 | 3.86 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.82 | — |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10,22 | 3.33 | — |
| Fram's Dairy | Wilmington, Del. | — | 3.93 | 3.91 |
| Greenhill Dairy | Wilmington, Del. | — | 3.86 | 3.83 |
| Highland Dairy Products | Doe Run, Pa. | 1A | 3.82 | — |
| Hoffman's | Altoona, Pa. | 9 | 3.63 | — |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.80 | — |
| New York Buyers | New York Market | — | 3.80 | — |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.71 | 3.72 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.50 | — |
| Rohrer Med-O-Farms Dairy | Lancaster, Pa. | 14 | 3.80 | — |
| Scott-Powell Dairies | (N. J. Producers) | — | 3.73 | — |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 4.03 | 4.03 |
| Supplee-Wills-Jones | Nassau, Del. | — | 4.03 | 3.66 |
| Sylvan View Dairy | (N. J. Producers) | — | 3.66 | 3.66 |
| Tri-County Dairy | Lancaster, Pa. | 14 | 4.03 | 4.03 |
| Waple Dairy | Honey Brook, Pa. | 1A | 3.73 | — |
| West End Dairy | Tyrone, Pa. | 10,22 | 3.80 | — |
| Western Maryland Dairy | Wilmington, Del. | — | 3.40 | — |
| Williamsburg Dairy | Rising Sun, Md. | — | 3.91 | 3.91 |
| | Williamsburg, Pa. | 10,22 | 3.79 | 3.79 |
| | | | 3.70 | — |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

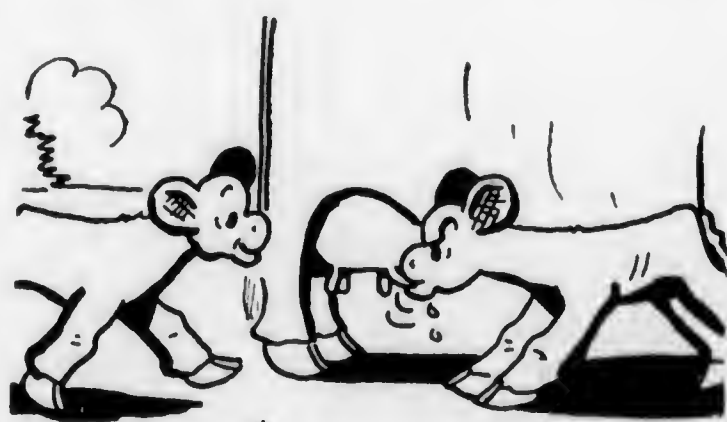
The Quartermaster Corps purchased over \$1,138,929,000 worth of fresh fruit, vegetables, dairy products and meat during the year of July 1943 to June 1944. The cost of one day's food supply for a soldier was between 50 and 60 cents.

Boss: "You said you had an engagement with your dentist yesterday afternoon."

Boy: "Yes, sir, I did."

Boss: "But I saw you at the ball game!"

Boy: "Yes, but that man next to me was my dentist!"



"You get your own cow — I have a standing order for meals here!"

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| November | \$3.93 | \$3.121 |
| December | 3.93 | 3.114 |
| January | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| November | \$3.83 | \$2.67 |
| December | 3.83 | 2.67 |
| January | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|----------|---------------|
| November | \$24.750 | 11.8161¢ |
| December | 24.925 | 11.4964¢ |

*—Per 40-quart can of 40 percent cream.
†—Per pound of roller process dry skimmilk, each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices Paid for 3.5% Milk By South Jersey Buyers

October, 1944

| Grade | Grade "A" | Grade "B" |
|-------------------------|-----------|-----------|
| & Premium | | |
| Abbotts Dairies | \$4.23 | \$3.83 |
| Arrowhead-Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.07 | — |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairies | 3.998 | 3.83 |
| Holly Ravine Dairy | 3.866 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.206 | 3.83 |
| Midside Farms | 4.17 | 3.83 |
| N. J. Milk Products Co. | 3.986 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Trenton Dairy | — | 3.768 |
| Wilson Dairy | 4.23 | 3.83 |

November, 1944

| | | |
|-------------------------|--------|--------|
| Abbotts Dairy | \$4.23 | \$3.83 |
| Arrowhead-Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.066 | — |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairies | 3.978 | 3.83 |
| Holly Ravine Dairies | 3.862 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.222 | 3.83 |
| N. J. Milk Products Co. | 3.974 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | — | 3.774 |
| Trenton Dairy | — | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

Dentist: "I'm sorry, but I'm all out of gas."

Girl in Chair: "Ye Gods! Do dentists pull that old stuff, too?"

Prices 4% Milk, Nov. and Dec.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during November and December, 1944.

| Handler | Plant Location | Nov. Price | Dec. Price |
|----------------------------|-----------------------------|----------------|----------------|
| Market Average | f.o. b. Philadelphia | \$3.949 | \$3.946 |
| Abbotts Dairies | Philadelphia, Pa. | \$3.993 | \$4.000 |
| " | Coudersport, Pa. | 3.604 | 3.604 |
| " | Curryville, Pa. | 3.399 | 3.624 |
| " | Easton, Md. | 2.83 | 3.680 |
| " | Goshen, Pa. | 2.41 | 3.722 |
| " | Oxford, Pa. | 2.27 | 3.736 |
| " | Port Alleghe, Pa. | 4.16 | 3.604 |
| " | Spring Creek, Pa. | 4.51 | 3.569 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 4.046 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.933 |
| Barlow, A. C. & Son | Glen Mills, Pa. | — | 3.918 |
| Bedminster D'ymn's Ass'n. | Bedminster, Pa. | — | 3.781 |
| Bergdoll's, John C. Dairy | Boothwyn, Pa. | — | 3.838 |
| Booth, Chas. T. | Chester, Pa. | — | 3.922 |
| Breuninger Dairies | Philadelphia, Pa. | — | 4.013 |
| " | Richlandtown, Pa. | — | 3.786 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | — | 4.044 |
| Brown's Dairy | Glenside, Pa. | — | 3.872 |
| Bucks Co. Farms Dairies | Morrisville, Pa. | — | 3.735 |
| Buehlers Dairy | Willow Grove, Pa. | — | 4.077 |
| Clover Crest Dairy Farm | Newtown, Pa. | — | 3.825 |
| Cooklyn Milk Co. | Goldsboro, Md. | — | 3.650 |
| Crawford, M. S. Dairy | Drexel Hill, Pa. | — | 3.990 |
| Cryster, Wm. H. Dairy | Chester, Pa. | — | 3.900 |
| Darlington Bros. | Darling, Pa. | — | 4.008 |
| Deger's Dairy | Mont Clare, Pa. | — | 3.864 |
| Dietrich's Dairy | Reading, Pa. | — | 3.614 |
| Engel Dairy | Philadelphia, Pa. | — | 4.030 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.998 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.950 |
| Gailey Ice Cream Co. | Delta, Pa. | — | 3.694 |
| Gardenville D'ymn's Ass'n. | Gardenville, Pa. | — | 3.775 |
| Gardenville Farm Dairies | Doylestown, Pa. | — | 3.983 |
| Gaynor, Hyland L. | Boothwyn, Pa. | — | 3.827 |
| Gorman Dairies | Newtown Sq., Pa. | — | 4.022 |
| Greentree Creamery Ass'n. | Obelisk, Pa. | — | 3.656 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.049 |
| Grubbs Dairies | Media, Pa. | — | 3.999 |
| Hamilton Dairies | Philadelphia, Pa. | — | 3.994 |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.835 |
| " | Mainland, Pa. | — | 3.725 |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.953 |
| " | Brandtsville, Pa. | — | 3.647 |
| " | Byers, Pa. | — | 3.703 |
| " | Carlisle, Pa. | — | 3.647 |
| " | Hurlock, Md. | — | 3.640 |
| " | Massey, Md. | — | 3.682 |
| " | Millville, Pa. | — | 3.591 |
| " | Sudlersville, Md. | — | 3.675 |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.858 |
| " | Boiling Springs, Pa. | — | 3.552 |
| Hill Crest Farms | Eddington, Pa. | — | 3.966 |
| Holiday Dairy | Norristown, Pa. | — | 3.840 |
| Homestead Guernsey Farm | Chester Heights, Pa. | — | 3.913 |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.980 |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | — | 3.902 |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 4.033 |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | — | 3.867 |
| Lehigh Valley Farmers | Allentown, Pa. | — | 3.613 |
| Marmer, John | Bryn Mawr, Pa. | — | 3.978 |
| Marshall, T. Forest | Linwood, Pa. | — | 3.917 |
| Martin Century Farms | Lansdale, Pa. | — | 3.957 |
| Meyers Dairies | Ambler, Pa. | — | 3.849 |
| Miller-Flounders Dairy | Chester, Pa. | — | 4.004 |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 3.996 |
| Montg-Berk Dairy Co. | Boyertown, Pa. | — | 3.615 |
| Nelson Dairies | Norristown, Pa. | — | 3.847 |
| Oakes Dairy Farm | Chadds Ford, Pa. | — | 3.926 |
| Oakland Farms | Fairview Village, Pa. | — | 3.812 |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.975 |
| Penn-Reed Milk Co. | Belleville, Pa. | — | 3.535 |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | \$4.119 |
| Quinn's Dairies | Philadelphia, Pa. | — | \$4.011 |
| Rosenberger's Dairies | Hatfield, Pa. | — | 3.907 |
| Schillinger's Dairies | Philadelphia, Pa. | — | 3.725 |
| Scott-Powell Dairies | Philadelphia, Pa. | — | 4.020 |
| " | Ardmore, Pa. | — | 3.926 |
| " | Biglerville, Pa. | — | 3.926 |
| " | Clayton, Del. | — | 3.613 |
| " | Fairdale, Pa. | — | 3.655 |
| " | New Holland, Pa. | — | 3.578 |
| " | Snow Hill, Md. | — | 3.662 |
| " | York Springs, Pa. | — | 3.592 |
| Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.620 |
| Suburban Dairies | Manoa, Pa. | — | 3.657 |
| Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.640 |
| " | Center Port, Pa. | — | 3.379 |
| " | Bedford, Pa. | — | 4.084 |
| " | Chambersburg, Pa. | — | 4.107 |
| " | Hagerstown, Md. | — | 3.957 |
| " | Harrington, Del. | — | 3.595 |
| " | Huntingdon, Pa. | — | 3.598 |
| " | Leaman Place, Pa. | — | 3.650 |
| " | Lewistown, Pa. | — | 3.623 |
| " | Mercersburg, Pa. | — | 3.665 |
| " | Mt. Pleasant, Del. | — | 3.688 |
| " | Princess Anne, Md. | — | 3.598 |
| " | Townsend, Del. | — | 3.619 |
| " | Worton, Md. | — | 3.619 |
| Sylvan Seal Milk | Philadelphia, Pa. | — | 2.77 |
| Sypherd's Dairies | Philadelphia, Pa. | — | 3.700 |
| Taylor's Dairy | Jenkintown, Pa. | — | 3.633 |
| Turner & Wescott | Glenroy, Pa. | — | 3.696 |
| Walnut Farms Dairy | Philadelphia, Pa. | — | 3.731 |
| Warners Dairy | Berwyn, Pa. | — | 4.028 |
| Wawa Dairy Farms | Wawa, Pa. | — | 4.004 |
| Willow Ridge Farm | Hatboro, Pa. | — | 3.859 |
| Wilmer Dairies | Conshohocken, Pa. | — | 3.803 |
| Wissahickon Dairy | Philadelphia, Pa. | — | 3.893 |
| Witchwood Dairy | Spring House, Pa. | — | 3.832 |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

y—Effective December 1, location differential reduced to \$.255.

MARKET SUMMARY

| | Dec. '43 | Nov. '44 | Dec. '44 |
|---------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.327 | 3.241 | 3.234 |
| Weighted average price | 3.962 | 3.949 | 3.946 |
| Class I, pounds | 60,561,536 | 64,416,301 | 65,499,760 |
| Class II, pounds | 4,427,392 | 3,710,054 | 4,494,012 |
| Total pounds | 64,988,928 | 68,126,355 | 69,993,772 |
| Class I, percent | 93.19 | 94.55 | 93.58 |
| Class II, percent | 6.81 | 5.45 | 6.42 |
| Average butterfat test, % | 4.07944 | 4.03935 | 4.05195 |
| Number of producers | 9,416 | 9,546 | 9,444 |
| Pounds per day per farm | 223 | 238 | 239 |
| Value 4% basis | | | |
| f.o.b. Philadelphia | \$2,574,956.89 | \$2,690,248.07 | \$2,762,062.13 |

Highlights of the PHILADELPHIA INTER-STATE DAIRY COUNCIL Annual Report '44-'45

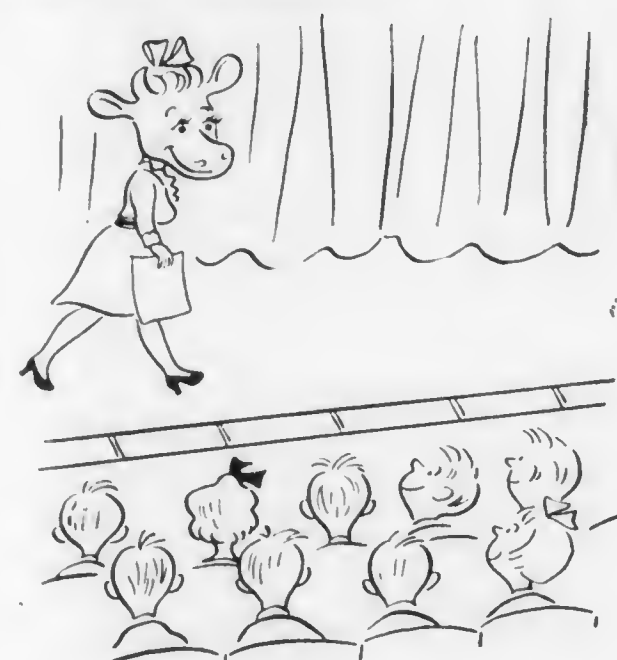
Foreword—

THIS has been a season devoted, both nationally and globally, to the airing of brilliant accomplishments and lofty objectives. Party politics and world diplomacy have combined to give us an overdose of claims and aims, and it is not the intent of this report to continue the treatment.

In other years, the nature and scope of Dairy Council activities have been presented in broad and general terms to those who have an interest in our work. Repetition at this time of those major aspects seems both unnecessary and undesirable. We believe that you will gain more immediate pleasure and more ultimate knowledge from a few brief glimpses of the details of our work—the little things that make the big things possible.

This, therefore, is an annual report conceived in brevity and dedicated to the proposition that actions, be they ever so humble, speak louder than words, be they ever so proud. The miniatures that follow are straws tossed into the air to show how the wind blows. We believe it blows fair.

Dramatics*



Some of the grade school teachers who write us wax almost too enthusiastic over our dramatic girls who present health plays with student casts. One recently dropped us a thank-you note which read in part thusly:

"The children have come to love your plays, and know just what to expect when I tell them the Dairy Council lady is coming. I do believe the minute Miss So-and-so walks in the door, the children think of a cow."

Rather a doubtful compliment for Miss So-and-so, but a nice testimonial to the value of her work in making a lasting impression on her youthful casts and audiences.

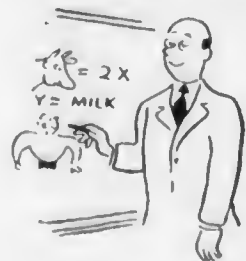
● During the 1943-44 school term, 61,561 children were entertained and instructed by 207 Dairy Council plays. Gay costumes and bright footlights made a serious health message into a thrilling story.



High School*

ON HIS last visit to Chester High School, our assembly speaker found himself sharing the spotlight with a large and rather threadbare dog of undefinable lineage. The uninvited mongrel walked quietly onto the platform, sat down and listened with rapt attention to the speaker—with considerable more attention than the students, incidentally, who found the dog even more entertaining than the scheduled program. The principal and the janitor formed a posse, and after an exciting chase, cornered the intruder and banished him—or possibly her—from the scene.

If we knew the dog's address, we would send it a nice big bonus. During its brief platform career, it helped create the atmosphere of informality and friendliness which is always our goal at high school presentations, for it makes it possible to approach that which is otherwise well nigh unapproachable—the adolescent mind.



● Health talks were given in 295 high school assemblies last year, demonstrating to 101,390 students that listening to facts can be fun.

Industry*

Interviewing hundreds of executives in industrial plants and business houses sounds like a monotonous job, but our nutritionist who handles such contacts assures us that it definitely isn't. Anything can happen, she says—such as her discomfiting talk with a busy vice-president who listened to her story while shaving.

It seems that the gentleman was in a rush to catch a train, and parked our flustered young

lady outside the door of his private washroom, from which he kept popping—shirtless and lathered—to ask questions and look at posters. Not run-of-the-mill stuff, the lady admits, but typical of the interest that leaders of industry are showing in our work.



● Punch-packing milk posters—a new one each month—appeared in 249 industrial plants, employing 346,402 people. And every month, a new "Dear Herb" letter, combining humor and health sense, was furnished to 68 companies for reprinting in house organs and the like at their own expense—total circulation, 186,754.

Puppetry*



WHILE one of our puppeteers was preparing her theatre for a performance, a young colored gentleman—age seven—sidled up and addressed her.

"Scuse me, ma'am," he said, "but is yo' the puppy lady?"

"Well," replied Miss Dairy Council, "I guess you might call me that."

"Where is de puppies?"

The young lady obligingly produced a handsome puppet.

"Shucks," said the boy disdainfully, "dat's jes' a doll. Ah thought yo' had real dawgs."

Of course, that's just one man's opinion. Practically any youngster in these parts will tell you that plenty of people have dogs—but only the Dairy Council has puppets!

● From September '43 to June '44—284,175 children sat open-mouthed before 1651 puppet shows, and discovered the State of health in the Land of Make-Believe.



Nutrition*



ACCORDING to N. Webster, legumes are "one-celled monocapillary fruit usually dehiscent into two valves." To us, they're just plain peas and beans. And to our nutritionists, they are something that occasionally needs clarification.

One of our young ladies, speaking before a Parent-Teacher group, was explaining our Guide To Good Eating (it shows the seven basic food groupings) and had reached the section dealing with meat, cheese, fish, etc.

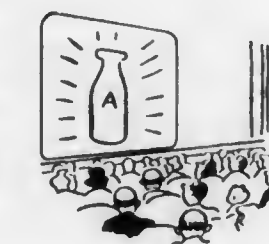
"Under this heading," she was saying, "we have included legumes—an excellent source of protein."

A young housewife in the back of the room raised an apologetic hand.

"I know you'll think I'm awfully dumb," she said, "but what kind of a fish is a legume?"

Oh well—so far no one has asked what kind of a vegetable milk is.

● Adult consumer groups—such as women's clubs, P.T.A.s, health clinics and home economics classes—have provided us in the past year with 21,368 listeners. We have in turn provided them with 64 food demonstrations and 268 nutrition talks—all brightened by charts, slides or movies.



Dairy Month*

ONE day early in June, the Front Office called in Publicity and said sternly:

"Did you write these radio spot announcements for June Dairy Month?"

"Yes, sir," said Publicity, meekly, "are they all right?"

"Not bad," admitted the Front Office, "but have we reached the point where we have to resort to recommending creamed radishes in order to sell milk?"

"No, sir," replied Publicity. "I just sort of

stuck that in because I thought a lot of people might be like me—too many radishes in their victory gardens. My wife thought up creamed radishes to get rid of some of the excess, and I just figured I'd pass it along. Frankly, sir," he added, "they're not very good."

"H-m-m-m," h-m-med the Front Office, "I've got too many radishes myself. Send the stuff out as is."

And so—cream radishes went on the air, along with a great many less questionable suggestions for celebrating Dairy Month.

● In addition to radio spot announcements, June Dairy Month activity included a luncheon for the press, four major radio interviews, and all sorts of releases to the newspapers—food articles, recipes and feature stories. Keenote of the campaign—"On The Home Front, On The War Front—The Dairy Industry Is Essential."



"... it may be taken for granted that the smart food advertiser will continue the long-range job of nutrition education. It seems apparent, also, that food claims after the war will be based on facts which will help the public to understand nutrition rather than on minor and exaggerated 'benefits' which confuse the issue."

★ ADVERTISING AND SELLING ★
September, 1944

Literature*

Our final story has no picture to go with it, because it's just not that kind of a story.

All sorts of people come to our literature display room, for all sorts of reasons. Not so long ago, a lady dropped in—at whose suggestion we do not know—with an unusual request. She was, she said, a missionary to China—home for a visit, and returning as soon as passage could be arranged. Could she buy some of our material to take back with her?

The young lady who talked with her said her nothing but gave her a lot—odds and ends of discontinued pieces. The missionary was extremely grateful and assured her that our literature would be most helpful in teaching the principles of health to young China.

Before she left, our young lady told the visitor that she had a very close friend who was also a missionary in China and was anxious for some news of her. She gave the friend's name and asked if by some chance this lady might have heard of her.

"Yes, my dear, I have," she said quietly. "I was the only white person with your friend when she died."

● More than half a million pieces of Dairy Council material were distributed during the fiscal year—providing instruction and assistance to professional, educational and consumer groups. Total contacts through people, plays and pictures—1,096,394.



Conclusion—

These, then, are the little things. Not of great value or major significance in themselves, but helpful in fulfilling our desire to bring you in closer contact with the human side of our work.

It is our hope that these little stories will serve to place the Dairy Council in your mind not entirely as an efficient organization dealing with an abstract element known as "the public"—but as a sincere group of people working for, and with, all sorts of folks.

In spite of promises, we can't resist proclaiming a major objective—namely, to continue, in times of milk scarcity, to build the good will and potential buying power which the dairy industry, in future times of surplus, will undoubtedly need.

Postscript—

THE statement quoted below appeared in a recent article by a recognized leader in the field of advertising and promotion. It represents the consensus of opinion among those agencies which have as their job the influencing of our nation's buying habits.

It is interesting to note that this proposed plan for the future simply reflects the very program under which our industry, through Dairy Council work, has presented its products to the nation for the past twenty-five years. The "new" doctrine of selling by serving—of reaching by teaching—is an old story to an organization which was founded on the very principles now being hailed as discoveries.

Our function in the future is obvious. As pioneers in the field of food promotion through nutritional education, we must continue to be worthy of our position as leader in that field. By the continuance and extension of time-tested methods, we will furnish a pattern for other groups with similar interests, whose tendency to parallel our course will in turn give added impetus to our own program.

Inter-State Milk
Producers Review
January, 1945

Looking Back at 1944

IN ORDER that we may have a summary of some of the more significant happenings in our Philadelphia milk shed and in Inter-State, we have prepared a chronological summary of some of these events and developments. The list set forth in these two pages is by no means complete.

We have included announcements and actions in our state and national capitols which have a direct effect upon us as dairymen.

We suggest to Inter-State members who may not keep a complete file of the REVIEW that these pages be saved. They may provide interesting reading a few years hence, when our conditions are likely to be so different from today that we will not recognize them as applying to the same industry in the same area.

January 1—The start of another war year, with all its uncertainties. The dairymen did a job without strikes, without strife and with the firm determination to do their best in producing food for victory.

January 14—Quarryville and Southern Lancaster Locals of District 11 held their annual dinner meeting.

January 15—The blended price for December was announced by the Market Administrator as \$3.962 per hundredweight for four percent milk.

January 17—Pennsylvania Association of Cooperative Organizations held annual meeting at Harrisburg.

January 19—Oleomargarine interests were defeated in a Senate battle by a 55 to 23 vote, with the vote of Senators from Inter-State territory being seven to one against adopting their proposals.

January 20—Meeting of Pennsylvania Dairymen's Association at Harrisburg featured by an outstanding program.

January 26—New Jersey Dairy Day in connection with Annual Farm Week held at Trenton.

January 27—District 13 held two dinner meetings—noon at Marklesburg and evening at Huntingdon.

February 2—District 21 held its dinner meeting at Loysburg, Pa.

February 3—District 20 dinner meetings, noon at Sinking Valley and evening at Duncansville, Pa.

February 3—District 25 dinner meeting at Smithsburg, Md.

February 4—Eastland-McClelland Bill considered by Congress, would put milk prices on realistic basis.

February 8—Dinner meeting of District 9 held at Red Lion, Del.

February 9—Dinner meeting of District 19 held at Chestertown, Md.

February 10—Arguments on objections by Wawa Dairy to certain provisions of Federal marketing order heard by Judge Bard in Federal Court.

February 11—Bankhead anti-subsidy bill passed by Senate, later vetoed.

February 15—Dinner meeting of District 1 held at Trappe, Pa.

February 15—Oxford and Cochranville Locals of District 11 held their annual dinner meeting at Paradise, Pa.

February 15—Average January milk price announced by Market Administrator as \$3.951.

February 16—Dinner meeting of District 15 held at West Chester, Pa.

February 17—Indicated that subsidy program on milk would be extended through February at same rate as previously.

February 17—Selective Service announced new policy regarding method of allowing deferments to agricultural workers.

February 17—Bridgeton and Deerfield Street Locals of District 23 held their annual dinner meeting.

February 18-19—Conference on National Planning held at Atlantic City, with national farm organizations represented for the first time.

February 24—District 17 annual dinner meeting held at Buckingham, Pa.

March 1—Subsidies (in lieu of a price increase for milk) announced for March and April at \$60 per hundredweight in Pennsylvania, Maryland and Delaware, \$70 in New Jersey.

March 2—Annual dinner meeting of District 7 held at Lancaster, Pa.

March 3—Rising Sun, Md., Local of District 10 held its annual dinner meeting.

March 9—Annual dinner meeting of District 22 held at Federalburg, Md.

March 14-15—Northeastern Dairy Conference held at New York City. Inter-State's president, B. H. Welty, was elected president of this group.

March 15—Average February price announced by Market Administrator as \$3.924.

March 23—Annual dinner meeting of District 8 held at Morgantown.

March 26—Public hearing to consider amendments to Market Order 61, for Philadelphia, re-opened.

March 30—Elkton and Cecilton Locals of District 10 held their annual dinner meeting.

April—This month was considered as the 100th anniversary of the founding of the Rochdale Cooperative in England, the principles of which are used as a guide in most successful cooperatives today.

April 6—Hurlock and Cambridge Locals of District 4 and Seaford Local of District 12 held their annual dinner meeting at Hurlock, Md.

April 15—March price announced by Market Administrator as \$3.890 average.

April 17-18—Inter-State Farmers Council held third annual meeting at Baltimore.

April 20—Annual dinner meeting of District 26 held at Chambersburg, Pa.

April 20—Annual meeting of Centerville Milk Producers' Cooperative featured by a dinner and the burning of the mortgage on the plant.

April 27—Executives of National Cooperative Milk Producers' Federation conferred with War Food Administration officials on dairy policies and made sound recommendations for a future program.

April—Opposition to cooperatives and the cooperative method of doing business took form through the recently organized National Tax Equality Association.

May 1—Pennsylvania 4-H Club department announced winners in dairy production contest. Mary B. Witmer, Lancaster County; Raymond Gross, Bucks County; and Charles Wollaston, Chester County, represented Inter-State among the winners.

May 1—Subsidies being paid to producers

reduced by \$.15 per hundred pounds, effective for four months.

May 15—April price announced by Market Administrator as \$3.828.

June 2—Announcement made that milk sales quotas in Philadelphia and several nearby Pennsylvania, New Jersey and Delaware markets have been raised to 110 percent of June, 1943, sales and cream sales quotas to 100 percent, effective for month of June.

June 5-6—Conference held at Pennsylvania State College, with leaders in agriculture, industry and labor on program to discuss the war's effect on agriculture.

June 6—Hearings held on oleomargarine bill introduced by Cotton Ed Smith, which would change name of oleomargarine, remove the taxes and licenses and virtually all other controls on sale and distribution of oleomargarine.

June 15—May price announced by Market Administrator as \$3.776.

June 15—Millville Local of District 16 held dinner meeting at Unityville.

June 30—Judge Bard handed down decision holding Wawa Dairies responsible for prices f.o.b. Wawa as set forth in Market Order 61.

June 30—President Roosevelt signed bill which continued OPA for twelve months and which put limitations on future subsidies in lieu of normal prices.

June 30—OPA held 4-state conference at Harrisburg to establish better working relations with agriculture.

July 3—Proposed amendments to Market Order 61, based on September, 1943, and March, 1944, hearings, received. Inter-State filed exceptions to certain of the proposals.

July 15—June price announced by Market Administrator as \$3.771.

July 17-18—Conference of dairy fieldmen in connection with production promotion program held at Pennsylvania State College.

July 19—Inter-State mailed questionnaires to delegates and local officers relative to the size of their herds, condition of crops and pasture, etc.

August 4-6—Pennsylvania Country Life Conference held at Newton-Hamilton.

August 7—Public hearing held by New Jersey's Director of Milk Control on prices, costs and related subjects.

August 15—Hearing opened on proposed amendments to Market Order No. 27, for New York market.

August 15—The July milk price announced by Market Administrator as \$3.831.

August 23—Inter-State's Board of Directors amended by-laws, providing that certain near relatives of members, if active in the management of the dairy, be permitted to vote in place of such a member and hold local or district office in place of him.

September 1—Subsidy rate advanced \$.25, to \$.70 per hundred pounds in Pennsylvania, Maryland and Delaware and \$.80 in New Jersey.

September 1—Additional subsidy of \$.10 designated as a drought payment authorized in certain counties within milk shed.

September 8—Managers and economists of northeastern dairy marketing cooperatives met for conference at Philadelphia, to obtain picture of market conditions and prices needed to assure production.

September 14—New Jersey Court of Errors and Appeals established the legal

standing of farmers' cooperative associations in connection with law requiring that all milk dealers be bonded. The court held that a marketing cooperative shall be considered as a producer in such cases.

September 15—The blended price for August was announced by the Market Administrator as \$3.857.

September 15—War Food Administration announced that the hearing record on the proposed amendments to the Philadelphia milk marketing order, based on the hearings held in January and September, 1943, and March, 1944, was closed and indicated that a new hearing would be held later.

September 20—Hearing on proposed amendments to Market Order No. 27, for New York, was resumed.

September 21—Tri-County (Chester, Montgomery, Delaware) Artificial Breeding Association was organized with Inter-State members the leaders in the movement.

September 28—Annual meeting and dinner of members shipping to Wilmington Inter-State Milk Market held at Red Lion, Del.

September 30—Announcement made that the \$.10 additional subsidy designated as drought payment would apply to all parts of the Philadelphia milk shed.

October 3—Questionnaire sent to delegates and local officers to bring up-to-date the information on numbers of cows and trends in cow numbers.

October 9-10—Inter-State was host to three British agriculturists in this country to study our methods. They were Elwyn Jones, Wm. T. Price and Major Geoffrey Waldegrave.

October 10—Board of Directors approved plans to honor 25-year members in Inter-State, and families which have had 25 years' continuous membership.

October 16—The September average milk price announced by Market Administrator as \$3.899.

November 1—Announcement made that Institute of Cooperation, inactive during early years of war, has been re-established.

November 15—The October average milk price announced by Market Administrator as \$3.943.

November 27-28—Annual meeting of Inter-State, ninth of the Cooperative and 29th of organized producers in the milk shed. Meeting achieved new highs in many respects.

December 6-8—National Cooperative Milk Producers' Federation held annual meeting in Chicago, outlining eight-point program for dairy industry.

December 8—Dinner meeting of members shipping to Trenton Inter-State Milk Market, held at Titusville, N. J.

December 14—Announcement made that National Cooperative Milk Producers' Federation has withdrawn, effective January 1, from the National Council of Farmer Cooperatives, in order to better fulfill its position as national spokesman for dairymen.

December 15—Hearings held at Lancaster by Pennsylvania Milk Control Commission to bring its records of costs and related items up-to-date as they apply to area 14.

December 15—The average November milk price was announced by Market Administrator as \$3.949.

December 20—Hearing on Market Order 27 for New York continued, to discuss prices and classification of powdered ice cream mix.

December 27—Hearing held at Ebensburg to bring up-to-date data on prices and related items for area 9.

December 28—Hearing held at Huntingdon to bring up-to-date data on prices and related items for area 10.

December 31—Another year completed and it appears that dairymen approximately fulfilled the production quotas assigned to them for the year.



Mrs. Clifford F. Mitchell, Duncansville, Pa., says this old water trough did a rushing business before automobiles took the place of horse traffic.

Heifers Must Grow Well To Be Good Producers

The way a heifer grows and develops up to two years of age has much to do with the way she produces milk from her very first lactation on through her lifetime. That's the reason why Dr. George E. Taylor, extension dairyman at Rutgers University, stresses the importance of giving your young stock the best of care.

"Just as the larger breeds are the heavier producers of milk and fat, so are the larger cows within any one breed," Dr. Taylor points out. "When a heifer is stunted because of faulty feeding and management during the growth period, she seldom recovers after coming into production."

Because of this, the extension dairyman recommends the following basic program for calf nutrition:

Start all calves on whole milk, and feed whole milk for at least one month. A little grain and some good quality hay should be offered along with the milk after the first week. Calves should have all the hay and silage they will eat and between four and five pounds of grain a day from six months to one year of age.

From one year of age up to two to three months prior to freshening, heifers can be developed normally on roughage alone. It must, however, be of good quality and enough provided so the animals have all they will eat. When roughage is of low quality, it should be supplemented with grain. Two to three months prior to freshening, heifers should be conditioned by feeding six to eight pounds of grain daily in addition to being allowed free access to good roughage.

Optimist: A guy who sits in the last row of the gallery and winks at the chorus girls.

Quarter-Century Members Will Be Honored Guests

A feature of many district dinners of Inter-State during the coming several weeks will be the recognition of Inter-State's 25-year members. It is planned that these members be given a certificate and a lapel button indicating this quarter-century of cooperative milk marketing and their continuous loyalty to their marketing cooperative. Unfortunately, these will not be available for the earlier meetings but will be supplied the 25-year members later.

In order that no one be overlooked who has been a member for 25 years—or whose family has a 25-year continuous membership, we are again asking such members who have not yet sent in their names to do so. Use the coupon appearing below.

If it is a family membership, please give the correct names and addresses of all members in whose names the memberships have been recorded.

We have been active members and have sold our milk through Inter-State Milk Producers Association and Inter-State Milk Producers Cooperative continuously since January 1, 1920, or before.

In my own name ☐
 In my father's name, then my own name, or both ☐
 In my husband's name, then my own name, or both ☐
 In some other series of names within the family ☐
 (full explanation of which is attached)

Signature of member _____

Secondary Markets

Altoona-Huntingdon

The annual re-organization meeting of the Altoona-Huntingdon Inter-State Milk Market Committee was held at Hollidaysburg on November 15, 1944. Members of the committee are: **Oscar Hoover**, Claysburg; **Geo. Settlemyer**, Wilmore; **Preston Smith**, Martinsburg; **Emory Sollenberger**, Williamsburg; **Alton Fisher**, Tyrone; **Homer Crissman**, Hollidaysburg; **Norman Huyette**, Huntingdon; **Lewis Barnett**, Todd; **G. I. Runk**, Shirlensburg; **O. S. Forshey**, Huntingdon; **Brown Harmon**, Alexandria; **Ira Lingenfelter**, Bedford; **Raymond Williams**, Everett; **Donald Stiffler**, New Enterprise; **Eugene Irwin**, Penna. Furnace; **Ian C. Knarr**, Tyrone; **Earl Claycomb**, Bedford and **Homer Garner**, Hesston. **J. J. Camp** is market manager.

These committeemen were elected by their respective locals at their fall business meetings.

A special meeting was held December 26, to discuss plans for the hearings being held by the Pennsylvania Milk Control Commission at Ebensburg for Area 9 and at Huntingdon for Area 10 on the following two days.

Trenton

Inter-State members who are a part of the Trenton Inter-State Milk market held a dinner meeting at Titusville, N. J., on Friday, December 8, with 125 persons present. This was the first event of its kind and was received so enthusiastically that the opinion was expressed freely that it should be made an annual affair.

Harrie E. Copeland, delegate from the Sergeantsville Local, gave a comprehensive report of the annual meeting at Philadelphia, while **Mrs. Chas. Y. Hamp**, a member of the Women's Committee, gave an equally interesting description of the women's session of the meeting and of the meeting in general.

Wheeler McMillen, editor of the Farm Journal, was the guest speaker, while **Earl E. Warner**, Inter-State's statistician, brought the producers up-to-date on the trend of milk production. **Wm. J. Lauderdale** was chairman of the meeting.

The personnel of the Trenton Market Committee for the ensuing year includes: **M. Hubert Walton**, New Hope, Pa.; **Frank Magill**, Doylestown, Pa.; **Wm. J. Lauderdale**, Lambertville, N. J.; **James B. Johnson**, Pennington, N. J.; **Joseph Thompson**, Titusville, N. J., R. 1; **Amos Kirk**, Newtown, Pa.; **Albert Bowe**, Columbus, N. J.; **Walter L. Stelle**, Trenton, N. J.; **Henry H. Fisher**, Stockton, N. J.; **B. R. Buchanan**, Stockton, N. J.; **Jos. S. Briggs**, Yardley, Pa.; and **Warren J. Van Wagoner**, Titusville, N. J.

The officers are: **Wm. J. Lauderdale**, president; **M. Hubert Walton**, vice-president and **Henry H. Fisher**, secretary. **Frederick Shangle**, market manager, is in the Mercer Hospital at Trenton for observation with **H. D. Kinsey** carrying on his duties during his illness.

The first 1945 meeting of the committee will be held January 30, in the Farm Bureau Office, Trenton.

South Jersey

The Advisory Committee of the South Jersey Inter-State Milk Market elected the following of their members as a Market Committee: **Wm. R. Lawrence**, Bridgeton; **Milton C. Tice**, Deerfield Street; **Dewey Elwell**, Salem; **Russell Hiles**, Woodstown; **J. Willard Gardiner**, Mullica Hill; **Robt. P. Duffield**, Mullica Hill; **Job Hargrove**, Pemberton and **Barclay H. Allen**, Vincentown. This committee elected **Willard Gardiner** as chairman and **Arthur L. Waddington** as secretary.

The milk supply in the South Jersey area has been increasing since the first of the year and a few buyers are reporting more milk than their immediate needs but have had no difficulty in moving their surplus supplies to other buyers.

Lancaster

Members of the Lancaster Inter-State Milk Market Advisory Committee elected in November include: **W. B. Rosenberry**, **John E. Forry**, **E. K. Buckwalter**, **Walter L. Shank**, and **Harry F. Brubaker**, all of Lancaster; **Walter Binkley**, Lititz; **Walter E. Herr**, Millersville; **LeRoy Kreider**, Kinzer; **Wm. P. Bucher**, Quarryville and **Wm. McGleisner**, New Providence.

This committee met and elected **Walter E. Herr** as its president, **John E. Forry**, vice-president, **Walter L. Shank**, secretary-treasurer, with **Chas. E. Cowan** the market manager. These four constitute the Sales Committee for the market.

At its December meeting the

committee considered the hearing scheduled for the Lancaster marketing area on December 15. The hearing was presided over by **John McKee**, chairman, and **John Snyder**, member of the Pennsylvania Milk Control Commission, and considered all phases of milk control for Area 14.

A summary of the evidence presented at this meeting for Inter-State by **Earl E. Warner**, statistician, appears on page 2. Mr. Herr also presented a statement which summarized local conditions as experienced or observed by the committee.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during December, 1944.

| | |
|-------------------------------|------|
| Farm Calls..... | 775 |
| Non-Farm Calls..... | 181 |
| Butterfat Tests..... | 2148 |
| Plants Investigated..... | 30 |
| Herd Samples Tested..... | 114 |
| Brom Thymol Tests..... | 368 |
| Membership Solicitations..... | 213 |
| New Members Signed..... | 47 |
| Meetings..... | 38 |
| Attendance..... | 2722 |

One of the principal awards made in the American Trucking Association's 10th National Truck Safety Contest has been won by the Supplee-Wills-Jones Milk Company. Competing in the national ratings for the first time, the Supplee firm took first place in Class A-6, for unlimited mileage fleets making deliveries within cities. The trophy will be presented on January 24.



Rosanna and Lester Yoder of Elberston, Pa., are not dressed for this weather but their pets, Polly and Nellie are sufficiently protected.

Pennsylvania Board Holds Milk Hearings

(Continued from page 2)

milk supply were enumerated, it being stated that crops in 1944 have, on the whole, been good in spite of the drought which almost ruined pastures and greatly reduced the late cuttings of hay. Likewise, crop production over the country has been good, resulting in a more ample feed supply and, very recently, a slight reduction in feed prices.

The number of cows on farms is showing an increase and surveys made by Inter-State were reported which show a definite intention to further increase the size of herds. The same surveys indicate more culling of milk cows which may result in a higher average productive capacity.

Another favorable factor is the realization of the need for all the milk and milk products we can produce. Counteracting this to a considerable extent, however, is the critical situation in the farm labor supply and the cost of farm labor. Government reports and Inter-State surveys both indicate that the labor situation on dairy farms has become steadily worse.

Costs and Prices Compared

In concluding the testimony at these hearings, Mr. Warner commented on the returns received by producers as compared with costs based on testimony at earlier hearings. In Area 9, Altoona, it was brought out that even with the subsidy the total return per hundred weight in the fall months of 1944 was only \$.30 per hundred-weight more than the cost of production, as determined by **Professor Wm. Barr**, of Pennsylvania State College, which testimony was presented at the August, 1943, hearing. That cost was \$.40 per hundred-weight and the difference between that and the October, 1944, return of approximately \$.40 is required, it is believed, to cover the increased production costs occurring during that period.

In Area 10, Huntingdon, with a lower Class I price and costs about the same as in Area 9, the total return of \$.42 per hundredweight in October is believed to be definitely less than the costs of production, which were also estimated at \$.40 per hundredweight in July, 1944, and since which time labor costs have gone up 18.7 percent and feed costs 9 percent.

At the Lancaster hearing emphasis was also placed upon the reduction in the number of classes for milk, Inter-State's position being that three classes were sufficient.



U.S. Marine Corps photo

"ARE YOU WITH US?"

The biggest job is still ahead. Your part is easy—but it's just as essential as fighting

FARM boys fighting for us over half the world want to know if we at home are loaning our dollars—while they give their lives.

The job isn't over yet, by a long shot. The toughest part is just beginning. War in the Pacific is no picnic, and will probably be the costliest in history. Distances are vast—supplies and equipment must travel thousands of miles, in huge quantities, to many places.

Your money is needed as never before—to buy B-29 Superfortresses at \$600,000 each; torpedoes at \$12,000; 16-inch shells at \$750. These are just a few examples of thousands.

Japan knows it can't win—but it expects us to lose. Japan thinks our home-front is soft, that we'll quit before we've licked them. That's why they fight on fanatically. Let's give them our answer, in the 6th War Loan ... buy BIGGER War Bonds!

This is a BIG farm year—Now Buy BIGGER Bonds!

Here are 6 big reasons for buying the most you can—\$100, \$500, \$1,000 in the big 6th War Loan. War Bonds give you:

1. The best and safest investment in the world.
2. At maturity, \$4.00 for every \$3.00 you loan.
3. The convenience of cash—plus increase in value!
4. Funds to replace and restore worn-out farm equipment, soil fertility, and buildings.
5. Funds for educating your children; a nest-egg for your own security, travel, retirement.
6. The increased purchasing power vitally needed to win the Peace.



THEY still die—will YOU buy?

BUY BIGGER BONDS NOW!

This is an official U. S. Treasury advertisement—prepared under auspices of Treasury Department and War Advertising Council

This Space Donated by
INTER-STATE MILK PRODUCERS REVIEW

Income tax time emphasizes the need for simple and accurate records of the farm business. Keep your milk statements and other original records of income and expense.

The Long-Time Price Trend

IN THE January, 1943, issue of the REVIEW, we published a weighted average price series, f.o.b. Phila., by months for the period January, 1921, through November, 1942. A further search has enabled us to add three months in the beginning of this period shown in the table on this page. We have also added to the original table the figures for December, 1942, through October, 1944.

The chart shows the trend in these figures and indicates the level of

returns to producers which, since October, 1943, when the feed subsidy payments began, includes the added return from that source as shown by the dotted line. These payments in Pennsylvania, Delaware and Maryland have been as follows: October, 1943 through February, 1944, 40¢; March and April, 1944, 60¢; May through August, 1944, 45¢; and since September, 1944, 80¢. Payments in New Jersey in each period have been 10¢ higher.

These prices were representative of the prices paid by a varying number of the larger dealers in the market from November, 1920, through July, 1936. Beginning with August, 1936, the series represents 10 dealers.

Friend: "So now you and your son are carrying on the business together?"

Owner: "Not exactly. I run the business, and my son does the carrying on."

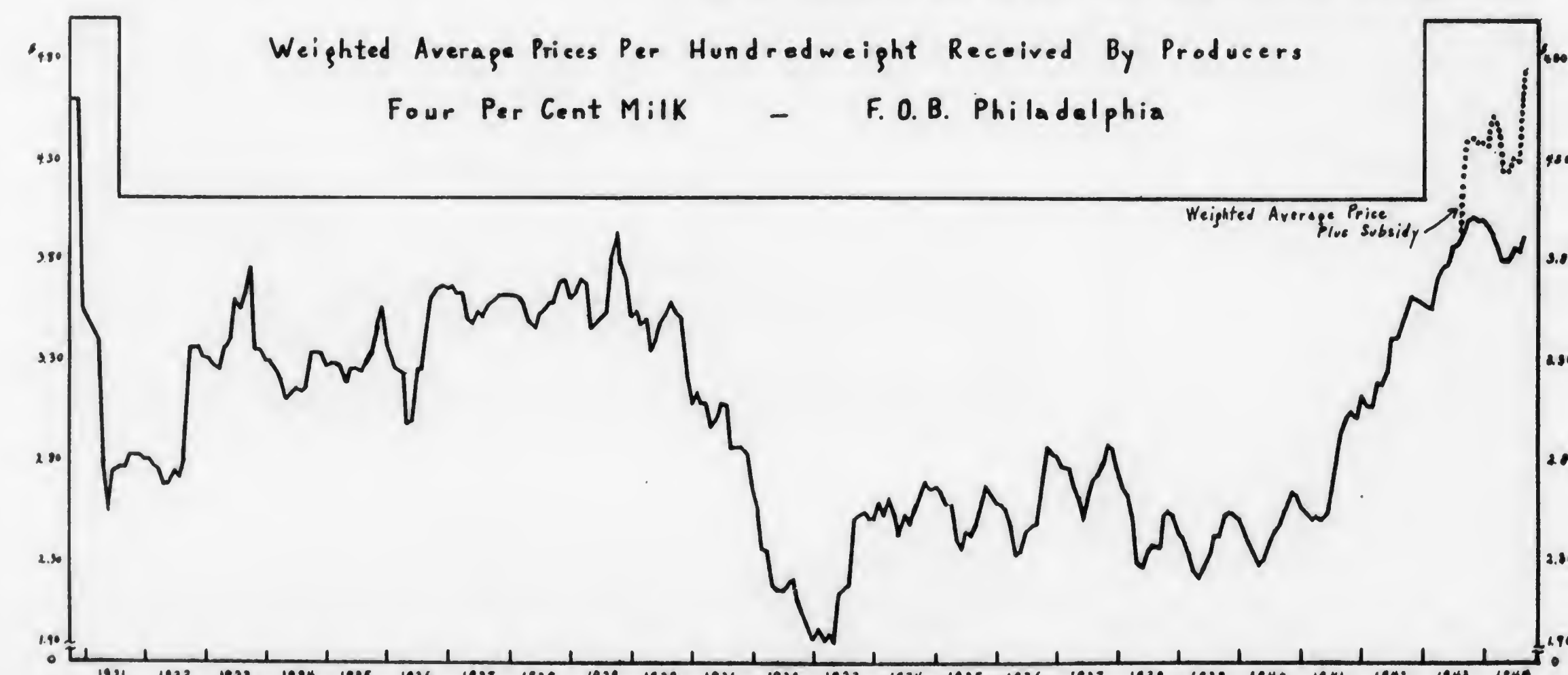
Weighted Average Prices per Hundredweight Received by Producers for Four Percent Milk, F. O. B. Philadelphia, by Months from October, 1920

| | 1920 | 1921 | 1922 | 1923 | 1924 | 1925 | 1926 | 1927 | 1928 | 1929 | 1930 | 1931 | 1932 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| January..... | | \$3.55 | \$2.81 | \$3.31 | \$3.31 | \$3.27 | \$3.38 | \$3.65 | \$3.62 | \$3.60 | \$3.52 | \$3.08 | \$2.68 |
| February..... | | 3.51 | 2.81 | 3.30 | 3.30 | 3.29 | 3.30 | 3.66 | 3.62 | 3.64 | 3.55 | 3.14 | 2.56 |
| March..... | | 3.45 | 2.78 | 3.27 | 3.26 | 3.29 | 3.25 | 3.63 | 3.60 | 3.70 | 3.48 | 3.07 | 2.37 |
| April..... | | 3.38 | 2.76 | 3.25 | 3.20 | 3.27 | 3.24 | 3.63 | 3.58 | 3.67 | 3.51 | 3.07 | 2.36 |
| May..... | | 2.78 | 2.69 | 3.37 | 3.11 | 3.19 | 2.99 | 3.50 | 3.49 | 3.46 | 3.35 | 2.97 | 2.17 |
| June..... | | 2.56 | 2.69 | 3.42 | 3.13 | 3.26 | 3.00 | 3.48 | 3.46 | 3.48 | 3.40 | 3.00 | 2.16 |
| July..... | | 2.75 | 2.75 | 3.60 | 3.16 | 3.26 | 3.25 | 3.54 | 3.53 | 3.52 | 3.49 | 3.08 | 2.16 |
| August..... | | 2.77 | 2.73 | 3.55 | 3.15 | 3.24 | 3.25 | 3.52 | 3.55 | 3.54 | 3.53 | 3.08 | 2.19 |
| September..... | | 2.77 | 2.81 | 3.63 | 3.16 | 3.29 | 3.45 | 3.57 | 3.58 | 3.80 | 3.59 | 2.86 | 2.22 |
| October..... | \$4.60 | 2.83 | 3.37 | 3.76 | 3.34 | 3.34 | 3.60 | 3.60 | 3.59 | 3.94 | 3.54 | 2.87 | 2.12 |
| November..... | 4.60 | 2.83 | 3.37 | 3.35 | 3.34 | 3.46 | 3.65 | 3.62 | 3.69 | 3.77 | 3.51 | 2.87 | 2.05 |
| December..... | 4.60 | 2.83 | 3.37 | 3.35 | 3.34 | 3.57 | 3.66 | 3.62 | 3.69 | 3.65 | 3.23 | 2.84 | 1.98 |
| *Average..... | | 3.030 | 2.896 | 3.410 | 3.211 | 3.322 | 3.322 | 3.578 | 3.580 | 3.646 | 3.468 | 2.996 | 2.255 |

| | 1933 | 1934 | 1935 | 1936 | 1937 | 1938 | 1939 | 1940 | 1941 | 1942 | 1943 | 1944 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| January..... | \$1.92 | \$2.52 | \$2.67 | \$2.60 | \$2.82 | \$2.75 | \$2.44 | \$2.51 | \$2.57 | \$3.12 | \$3.58 | \$3.99 |
| February..... | 1.96 | 2.60 | 2.65 | 2.59 | 2.77 | 2.66 | 2.42 | 2.45 | 2.54 | 3.07 | 3.56 | 3.97 |
| March..... | 1.90 | 2.53 | 2.59 | 2.57 | 2.76 | 2.63 | 2.33 | 2.38 | 2.50 | 3.06 | 3.55 | 3.92 |
| April..... | 1.94 | 2.62 | 2.59 | 2.47 | 2.69 | 2.53 | 2.25 | 2.34 | 2.52 | 3.18 | 3.70 | 3.85 |
| May..... | 1.89 | 2.54 | 2.41 | 2.33 | 2.61 | 2.29 | 2.21 | 2.27 | 2.50 | 3.17 | 3.75 | 3.79 |
| June..... | 2.14 | 2.43 | 2.36 | 2.35 | 2.52 | 2.28 | 2.27 | 2.31 | 2.54 | 3.24 | 3.77 | 3.79 |
| July..... | 2.17 | 2.54 | 2.45 | 2.45 | 2.62 | 2.35 | 2.34 | 2.41 | 2.65 | 3.41 | 3.85 | 3.85 |
| August..... | 2.18 | 2.49 | 2.43 | 2.47 | 2.70 | 2.38 | 2.43 | 2.45 | 2.81 | 3.41 | 3.87 | 3.84 |
| September..... | 2.52 | 2.57 | 2.49 | 2.48 | 2.73 | 2.37 | 2.43 | 2.49 | 2.94 | 3.47 | 3.92 | 3.91 |
| October..... | 2.54 | 2.63 | 2.60 | 2.73 | 2.79 | 2.53 | 2.53 | 2.56 | 3.02 | 3.55 | 3.99 | 3.96 |
| November..... | 2.55 | 2.70 | 2.68 | 2.87 | 2.88 | 2.55 | 2.55 | 2.65 | 3.04 | 3.61 | 4.00 | |
| December..... | 2.52 | 2.66 | 2.64 | 2.84 | 2.86 | 2.53 | 2.54 | 2.64 | 3.02 | 3.60 | 3.99 | |
| *Average..... | 2.171 | 2.565 | 2.534 | 2.566 | 2.72 | 2.48 | 2.39 | 2.45 | 2.71 | 3.32 | 3.79 | |

*Averages are weighted by volume.

SOURCE: Data Compiled by Inter-State Milk Producers Cooperative from the records of the Cooperative and the Inter-State Milk Producers Association



Get Subsidy Checks Now On Nov. & Dec. Production

Every milk producer is advised to obtain the subsidy payment covering his November and December milk shipments before the end of January. Unless other information is supplied the payments will be obtainable in the same manner and through the same channels as for previous periods.

The plans are worked out, as a rule, by the county committees and in some cases producers must appear in person or mail their applications to the committee. In other counties production reports are obtained from the buyers and the applications completely filled out, except for the signature, and sent to the producer for signing and returning. In still other counties the committee arranges to "sit" at convenient points about the county where producers may fill out and file their applications.

Harvey E. Simmers, chairman of the Cecil County, Maryland, ACA Committee, informs us that payments may be obtained in that county by appearing in person at the following places on the dates and hours specified:

Elkton AAA Office, January 19 and 26—9:00 A.M. to 4:30 P.M.
Rising Sun, Western Maryland Dairy, January 22 and 23—7:30 A.M. to 3:00 P.M.
Bayview, Trimble Store, January 22—7:00 P.M. to 9:00 P.M.
Cecilton Parish House, January 25—9:00 A.M. to 4:30 P.M.

Cash Prizes

For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

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Members of the Inter-State Milk Producers' Cooperative and their families.

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1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Farm Census Under Way

The 1945 nation-wide census of agriculture is just now getting under way. This census is a "mid-way" survey of agricultural conditions in the country, it being supplementary to the regular ten-year census.

The current census will provide a record of all the principal crops and practically all minor crops, as to acreage, production, and income from them. It will include livestock numbers, production and marketings and will delve into such matters as types of farm equipment, home appliances and conveniences owned and a study of the nation's farm labor force.

It is urged that every farmer cooperate fully with the census enumerator when he calls. The census must be completed by April 1.

Short Courses at Penn State

Four-week short courses in Dairy Farming and Animal Husbandry will be given at The Pennsylvania State College during the month of February.

Timely subjects will be covered, including discussions and laboratory work in feeding, breeding, management, disease prevention, milk testing, farm slaughtering, and care of farm machinery and tractors. Supplementary training will be given for those who wish to become cow testers.

A two weeks short course in market milk and market milk supervision will be given beginning February 26 and will cover the technical and operating problems involved in milk distribution.

For additional information write to A. L. Beam, Director of Short Courses, State College, Pa.

Meeting Calendar

January 19—Dinner meeting, Quarryville and Southern Lancaster Locals, District 11—Little Britain, 12:00 noon.
January 23—Dinner meeting, Cochranville and Oxford Locals, District 11—Oxford, Pa., 12:00 noon.
January 25—Dinner meeting, District 13—Huntingdon, Pa., 6:30 P.M.
January 30—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
January 31—Dinner meeting, District 19—Chestertown, Md.
February 8—Dinner meeting, District 9—Middletown, Del.
February 8—Wilmington Inter-State Milk Market Committee—County Agent's office, Newark, Del.
February 13—Altoona-Huntingdon Inter-State Milk Market Committee—Holidaysburg, Pa.
February 19—Lancaster Inter-State Milk Market Committee—Farm Bureau Office, Lancaster, Pa.
February 20—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
March 1—Meeting, Smyrna Local—Smyrna, Del.

HORACE F. TEMPLE INCORPORATED

Printers & Lithographers

235 E. Gay Street
WEST CHESTER, PENNSYLVANIA

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPER SERVICE

Stewart clippers cleaned and repaired. Blades sharpened, 50¢ per set. Enclose 10¢ additional for postage. Prompt service. C. H. Pownall, Nottingham, Pa., R. 2. Inter-State member.

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department. Your advertisement should reach us by the 10th of the month.

FOR SALE:—Thirty registered Jerseys of all ages. T. B. and Bang's accredited. J. Hansell French, Collegeville, Pa., R. D.

HOLSTEIN-Guernsey SALE:—12:00 o'clock noon, January 31, 1945, at my farm between St. Georges, Del., and Odessa, Del. I will sell 72 head of cattle—36 dairy cows, some with calves by their side, some close springers, others in full flow of milk; 30 high class heifers all vaccinated and mostly sired by a Dunloggin bull; 6 purebred Holstein bulls with papers (five artificially bred), some sired by Lauxmont Admiral Lucifer No. 769,170. Herd T. B. accredited. G. Lester Cleaver, Middletown, Del.

PUBLIC SALE of registered Jersey cattle, also farm equipment. Thursday, February 1, 10:00 A.M. Joseph V. Williams, Stanton-Ogletown Road, Newark, Del.

FARM SALE:—March 2 at 11:00 A.M. 16 grade cows, many fresh. Some young cattle, 5 sows, 30 shoats, also farming equipment. Robert R. Zeger, Mercersburg, Pa., R. 1.

The protein substances which make up tissue are constantly changing. Though the human body seems inert, in reality it is changing every second.

Father: "Do you suppose our son gets his intelligence from me?"
Mother: "He must. I've still got mine."

Suggests 8 Resolutions For Dairymen in 1945

Efficiency pays on the dairy farm, and in this connection Enos J. Perry, extension dairyman at Rutgers University, suggests eight New Year's resolutions that dairymen might adopt. Here they are:

Grow an abundance of high-quality roughage.

Balance your herd with your feed supply.

Keep production records on each cow in your herd.

Practice disease control methods. Produce milk and cream of the highest quality.

Adopt labor-saving methods.

Take care of your land.

Develop a sound breeding program.

"These are broad principles, not hints you can put into effect over night," Perry insists. He describes them as being essential in any long-time well-balanced dairy program, and therefore this set of resolutions should last a dairyman for a good many years.

Cumberland, Pa. Producers To Form Breeding Co-op

Dairymen in Cumberland County, Pa., are studying the matter of forming an artificial breeding co-operative. A meeting was held at Carlisle on December 21, to start action on this project. At this meeting a committee of five was selected to survey the possibilities in the county.

The general chairman of the committee is Ivo V. Otto of Carlisle, the other members being J. Paul Shughart, Allen-Holsteins; H. K. McCoullough, Newville-Guernseys; Dr. L. P. Deubler, Camp Hill-Ayrshires, and C. V. L. Roberts, Carlisle-Jerseys.

The committee is canvassing the entire county, through the help of township leaders, and will appreciate word from any and all producers who are interested in the project. Such dairymen should get in touch with some member of the committee or the agricultural extension office at Carlisle.

Inter-State members prominent in this project are C. G. Niesley, Mechanicsburg, director of District 16; Jesse Kurtz, Carlisle, and Don Patterson, Carlisle. R. H. Olmstead, dairy extension specialist at Pennsylvania State College, took an active part in the preliminary meeting held in December.

She: "Don't judge a married woman too harshly because she flirts with the butcher."

He: "And why not?"

She: "Oh, she may just be playing for larger steaks!"

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Beacon's

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Contains a complete feeding program for lifetime production

SUCCESSFUL DAIRY FARMERS know that it's the high lifetime average that counts when the books are balanced. Dr. Paul E. Newman, Director of Dairy Research for the Beacon Milling Co., tells, in this important new study of planned, long-range feeding, how to achieve it. ESSENTIAL to a complete understanding of feeding for profitable dairy operation under present-day conditions.

LEARN HOW

- ☐ to check your herd's feeding program for the weak spots
- ☐ to attain economical HIGH PRODUCTION over a long period
- ☐ to assure continuous, PROFITABLE operation
- ☐ to feed from birth for maximum production

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BEACON Feeds

Check up on farm machinery now. Make all needed repairs, order spare parts. A good job now should reduce breakdown delays next season when time means money.

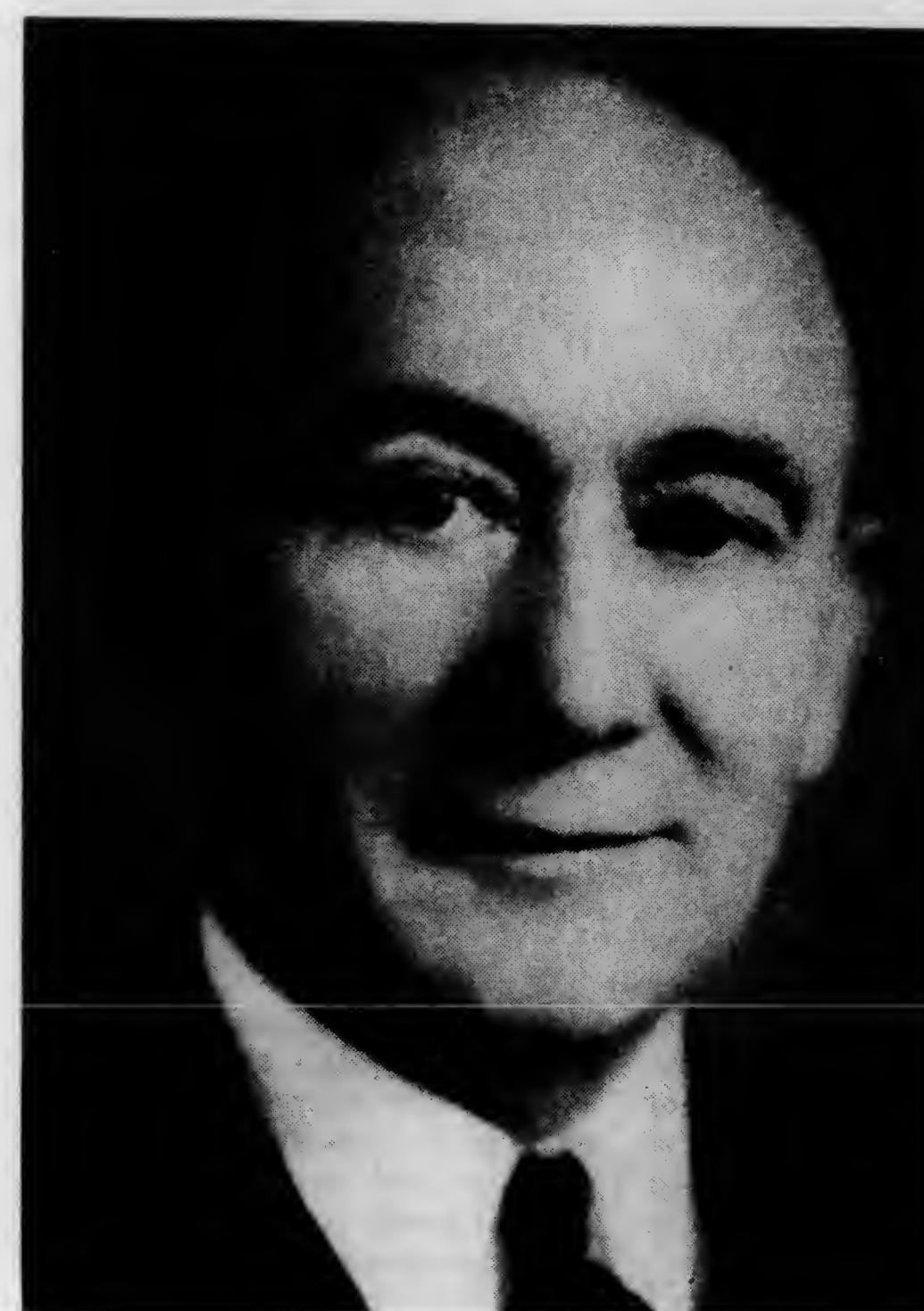
INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY INTER-STATE

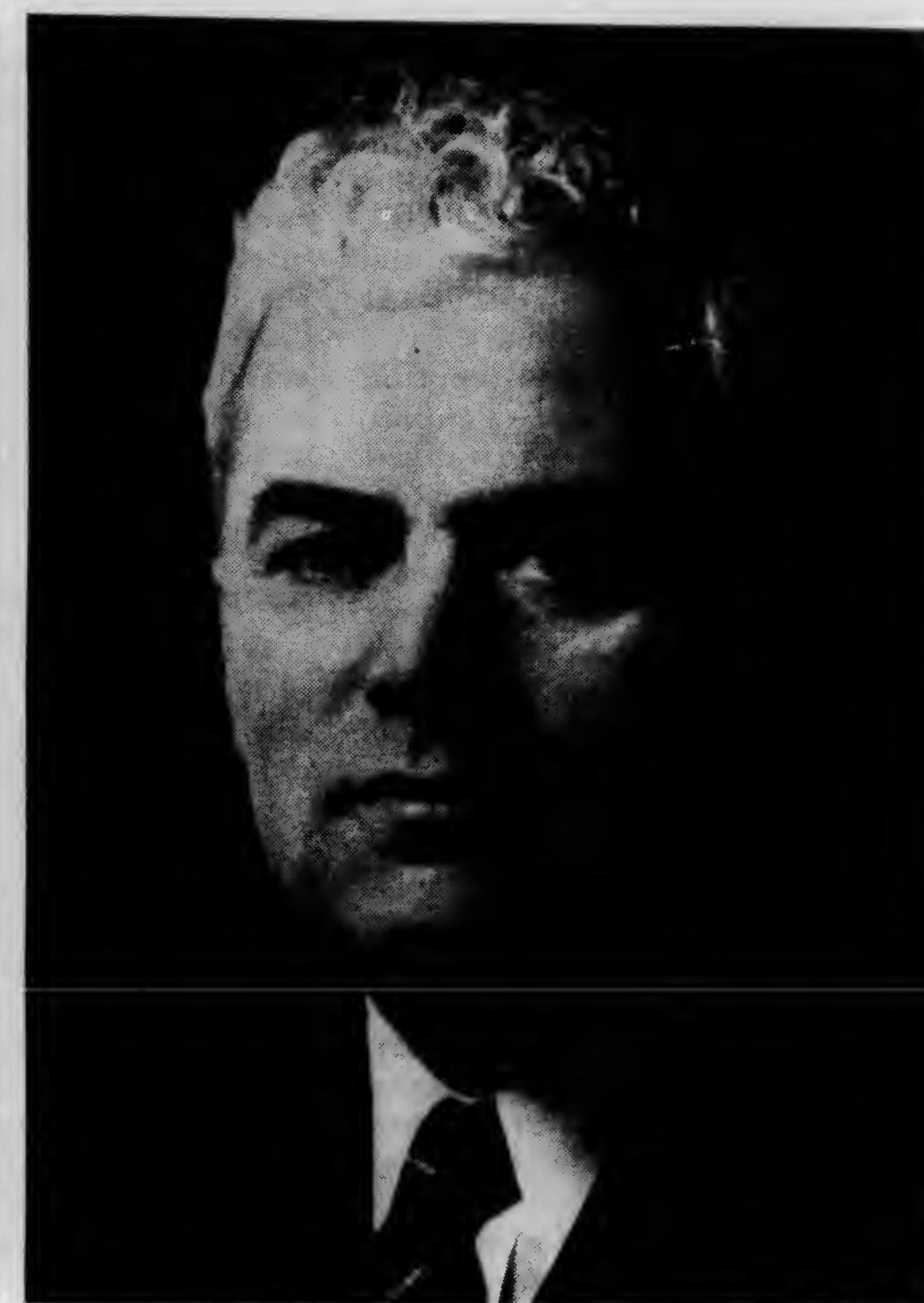
Vol. XXV

Philadelphia, 8, Pa., February, 1945

No. 10



JOHN BRANDT, President of National Cooperative Milk Producers' Federation, who spoke at the Chestertown meeting.



DR. H. C. BYRD, President of University of Maryland, speaker at Middletown, Del., and Rising Sun, Md., meetings.

Our District Dinner Meetings

INTER-STATE members are becoming better and better acquainted with Inter-State. More than that, there is a growing appreciation of the work their own cooperative is doing for them—directly and indirectly.

And the place where this acquaintanceship is most in evidence is at the district dinner meetings. It is here that members meet their district officers and representatives of the office, as well as gaining additional contacts with their director and fieldman. Equally important, too, is the opportunity to meet other members.

Programs for the meetings are planned by the local people—district officers, director, fieldman. Usually included is an outside speaker, practically always an Inter-State official since the meeting is held for the purpose of having the member learn more about his cooperative, a local person, with a few brief (very) remarks from others, both within Inter-State and guests from outside.

In the early days of these dinners, attendance was largely by the men. More recently about as many women come out to the meetings as do men—with a goodly attendance of boys and girls. All that is good. It is clear evidence that the entire family is interested—that Inter-State is firmly rooted.

Summaries of talks at some of 1945's lead-off meetings appear on other pages of this issue, pictures of two well-known speakers appear above.

Plan Ahead for Agriculture, Brandt Tells Members at Chestertown Meeting

"No other group in America, except those in military and naval service, is doing the job for the war effort that American agriculture is doing," so declared **John Brandt**, president of Land O' Lakes Creameries and president of the National Cooperative Milk Producers' Federation, at the annual dinner meeting of District 19 at Chestertown, Md., on January 31.

The attendance at this meeting was well over 300 persons—a capacity crowd. The dinner was arranged by **John Carvel Sutton**, director. **C. Harvey Freeman**, president. **T. Allan Stradley**, vice president. **Walter Morris**, secretary-treasurer of District 19, and **Clayton Reynolds**, Inter-State fieldman. Toastmaster at the event was **Senator Arthur Brice**.

Appearing on the program with John Brandt were **Olin Davis, Jr.**, 4-H dairy club boy, who was recently a delegate to the National 4-H Club Congress at Chicago. **H. E. Jamison**, secretary-treasurer of Inter-State, and **O. H. Hoffman, Jr.**, general manager of Inter-State. His subject was similar in content to the talks at Oxford and Huntingdon (See page 3).

John Brandt was introduced by **Senator A. R. Marvel**, Inter-State's vice president.

A Boost for Our Youth

In opening his talk, Brandt complimented young Davis on the splendid talk he gave and the promise that is held for the future of agriculture with such evidence of leadership among our youth. He complimented 4-H clubs and Future Farmers of America and stated that they mean more to America than any other similar movement now in effect. He declared that the boys and girls from 4-H clubs and the FFA, matched against any similar city group, will score far ahead of them in the things that count in making a successful life.

The job confronting American agriculture was outlined in considerable detail by Brandt, who declared that there is no use in winning the war only to find that we have lost it after we won it. To avoid such a catastrophe will require post war planning and in such planning three main groups of society are interested—industry, labor and agriculture. He condemned in most positive terms any person or any group which thinks

selfishly and would pull all groups down in order to obtain selfish advantage.

The liquidation of a probable 300 billion dollar debt will require a total national income of such size that 30 to 40 billion dollars a year can be collected from that income to cover interest charges and for reduction of the debt. This will require a high degree of industrial and agricultural activity with high employment and it must be accompanied by an income tax plan that will encourage industrial expansion and development.

Keep a Balanced Economy

With all this, the nation must provide a return to agriculture that will support prosperity for the 30 million or so citizens directly engaged in agriculture.

He criticized both the Baruch report and the Land Grant College report for post war plans in that they both implied that a prosperous industry and labor will automatically assure a prosperous agriculture, and pointed to the catastrophe of the 20's when agriculture was in a depression which eventually led into a nation-wide depression from which no group escaped.

At this point, Mr. Brandt painted a contrast between people and cows, stating that a surplus of feed makes cows happy and contented, while a surplus of human foods makes people unhappy.

This led into the discussion of handling all surpluses that may accumulate following the war, it being pointed out that a very small surplus of any commodity will pull down the price for all the commodity. A two-price system was

advocated as a solution to this, our own needs being supplied at one price level and the surplus goods sold on the world markets at the world price, with the loss on such sales to come from the producers of the products, not from tax payers, thus bringing home to the producers the effects of surplus production.

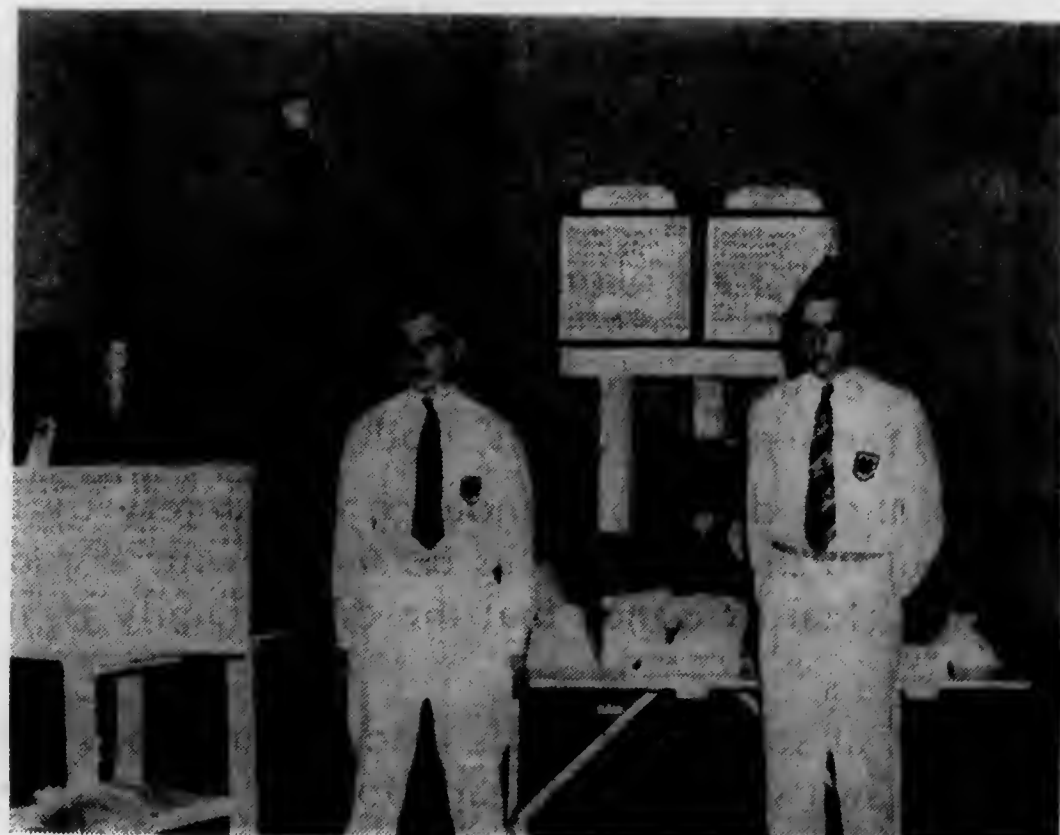
In this connection, the history of the Dairy Products Marketing Association, established in 1938, was described briefly. He said that this organization bought 50 million pounds of butter its first year, taking any and all butter offered at a pre-determined floor price. This butter, he said, was disposed of later and DPMA made money on it, but had there been a loss the Federal Government would have made good on the loss. Had a loss occurred, Brandt asserted, the plan should have called for an assessment against the industry.

The Subsidy Response

Enthusiastic response of the crowd greeted Brandt's comments on the subsidy situation. He asserted that he, and he was sure farmers generally, favored getting the full value of their product at the market place. He lamented that during the greatest prosperity in the history of the country, with many wage earners unable to find proper places to spend their money, those same wage earners are prevented from paying the full cost of their groceries as they go along and are deferring that expense to be paid later, when ability to pay will be much less than now.

The subsidy was described by Brandt as being a manner of collect-

(Please turn to page 14)



This picture of **George Titus, Jr.**, **Pennington**, and **Earl Weart, Hopewell, N. J.**, was taken when they were giving their winning dairy production demonstration at **New Brunswick** on **October 7, 1944**.

At the Maryland Farm Bureau Banquet

last month, I had the honor of presenting two returned young veterans to the audience.

One was a Philadelphia lad, an enlisted man back from the Aachen front. He was so modest and yet so compelling that when he had finished, no eye among his audience was dry.

From him I secured his mother's address here in Philadelphia and sent her a short note of appreciation for what his talk had meant to me. He answered it himself.

Dear Mr. Hoffman:

It is with great pleasure that I answer your letter of January 12th which you so graciously sent my mother.

The "Firepower for Eisenhower" team has now ended its tour, and all of us are back at our respective homes, enjoying a furlough.

It was indeed a privilege for Captain Scott and myself, to have had the opportunity of addressing such a distinguished audience as that night of the banquet.

I only hope that our message to the people on the "Home Front" has the desired effect, so that we can end this war quickly, and give our boys and girls in the armed forces a chance to be united again with their families and loved ones.

Thanking you again for your kindness.

Sincerely,

/s/ Mel F. Byrne.

Many of you were present in that audience. I am passing his reply to you as expressing the hope of every true American both overseas and at home.

ADA Sales Program Will Fill One Post War Need

DAIRYMEN can now look forward to substantial and effective help in meeting the problem of post war surpluses. This help is already being manifested through the work of the American Dairy Association—ADA for short.

The ADA is operating on the principle that the best way to eliminate a shortage is to make people want the product. The degree to which this objective is gained will have a tremendous bearing on the strength and position of the dairy industry when the present war-stimulated demand for dairy products becomes history.

It stands to reason that if the supply is short, as now, and the buyers are fearful that the supply will be gone before they have the raw material for their business, they are going to bid for milk. However, if the supply is long and they expect that there will be a

tank load left over, it is only human for them to hold back in their offers, hoping to get that extra tankful for a song.

The ADA is a farmer-owned and farmer-operated advertising and merchandizing organization. Its primary job is to make and keep the public aware of milk and dairy products. It does this through newspaper and magazine advertising, display cards in stores, radio programs and educational work such as reliable information given to newspapers as news.

Summarizing its objectives, the ADA is striving to gain an understanding of the dairyman's problems by the general public and, as soon as the goods are available, to win back customers for milk and dairy products that have been lost because of shortages and the use of substitutes.

The ADA is now about six years

old. It was started in the north central states and has now expanded to 19 states in the Middle West and Far West. It is expected that by June it will include in its membership most dairymen from 30 states. The funds for operating ADA are provided entirely by farmers and in the sections where the manufacture of dairy products is predominant the payment is on the basis of one cent on each pound of butterfat sold during the first 15 days of June. In fluid milk areas a more common basis, and one which gives practically identical returns, is two cents per hundred pounds of milk produced during the entire month of June.

Approved by Inter-State

This matter was brought to the attention of Inter-State members last fall and at the delegate meeting on November 29 the delegates approved a resolution authorizing that this deduction be made for dairy promotional purposes of this kind.

A similar program has also been approved in the Washington, D. C., and the Baltimore milk markets. Recent advices indicate that approval of the plan in the entire New York milk shed is imminent while most of New England has manifested considerable interest. Dairymen of Ohio are also considering seriously joining with ADA for this dairy promotional campaign.

Most of the funds raised for this purpose are expended on a national basis and, of course, are spent where the ultimate buyer—the consumer—is located. A part of the funds is expended locally, in order to bring back home to all interested parties the fact that the ADA program is of interest locally as well as nationally.

The board of directors, which determines all ADA policies, is composed of producers or their recognized representatives.

Inter-State members have had an opportunity, during recent weeks, to hear in considerable detail about the work of ADA. **Frank Bushek**, eastern representative of this organization, has attended, up to date, at least seven Inter-State dinner meetings where he has described, briefly and concisely, some of the high points of the ADA program—the need for it and how it will fit into the post war dairy picture.

Mention of the ADA program has been made in the REVIEW from time to time. The November REVIEW reported that the ADA radio program, "The Voice of the Dairy Farmer," is being rebroadcast to troops overseas and to foreign countries to keep the world "informed of the production capacity and strength of the United States."

At about the same time, a large

(Please turn to page 10)

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager

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401 No. Broad St., Philadelphia 8, Pa.

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Office, Lancaster, Pa., Phone 8372.
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Office, Woodbury, N. J., Box 334, Phone 800.
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Trenton, N. J., Phone 3-4083.
Wilmington—Floyd R. Ealy, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464.

Next Subsidy Payment Will Cover 3-Month Period

We have been informed that the subsidy paid to milk producers covering January, February and March will be paid at one time. This payment will be made during April, and presumably application must be made for it on or before April 30.

Please note that this is a change from the usual practice of making the payment every two months.

Keep your milk statements as, in most cases, they will be necessary when applying for your subsidy payments. Also, keep your statements for the entire year in order to have them for filing your income tax return.

Plans Started on First Patronage Refund

Plans are now being formulated for the first payment of patronage refunds by Inter-State. This payment, authorized by the Board of Directors more than a year ago, is due and payable on September 1, 1946. It will return to members the amount of the entire savings of the Cooperative from its start of business on October 1, 1936, through to the end of the fiscal year ending August 31, 1939.

One phase of this work that must be given special consideration is an accurate method of calculating and recording the payments due each member. These will be calculated by fiscal years (September 1 to the following August 31). Permanent records of these payments will be made, which will be determined by dividing up each year's savings among all the active members, each member getting an amount in proportion to the amount of commissions he paid to Inter-State during those years.

Another matter which will need considerable attention is to see that we have correct addresses. Members can help greatly in this by keeping Inter-State informed of any change of address that may have occurred during or since that period. This is especially important among former members and those members who are no longer active and with whom Inter-State has been out of touch for those reasons.

Personal Glimpses

A partial list of officers elected by various state farm organizations during Farm Week shows that **Wm. A. Frew**, Paradise, was elected president of the Pennsylvania Guernsey Breeders' Association, with **Harry H. Snavelly**, Willow Street and **Harry B. Shenk**, Elverson, among the directors. Frew and Snavelly were also elected directors of the Pennsylvania Hampshire Swine Breeders' Association.

Benjamin H. Welty, Waynesboro, was elected vice-president of the Pennsylvania State Council of Farm Organizations, with **Harry H. Snavelly** a member of the Executive Committee. **Earl L. Groff** of Strasburg was elected president of the Pennsylvania Holstein Association.

Private Joseph O. Canby, Jr., of Hulmeville, Bucks County, was killed in action at Bastogne, Luxembourg, on December 24.

The Tri-County Cooperative Artificial Breeding Association recently elected permanent officers and directors, as follows: **Furman Gyger**, Kimberton, president; **H. D. Allebach**, Collegeville, secretary-treasurer;

S. W. Stearley, Collegeville; **Robert F. Brinton**, West Chester; **Paul Coates**, Coatesville and **Fred Moore**, Haverford. The first five named are Inter-State members.

Pfc. Benson Campbell, son of **Willard S. Campbell**, Phoenixville, Pa., president of District 8, has been reported missing in action in Belgium. He was with the American First Army.

Frank C. Pettit, of Woodstown, N. J., Director from District 23, was nominated by the delegates of the 1945 New Jersey Agricultural Convention for appointment to the State Board of Agriculture. This nomination is tantamount to an official appointment.

Inter-State members have shown their ability as tomato growers. Among those who were recently given awards for producing 10 tons or more per acre, we find that third place winner in the state was **Clifton Armstrong**, Quarryville, and fifth was **Arthur and Wilfred Brown**, Nottingham. **Walter DeLong**, Quarryville, also won a "10-ton" award.

Mrs. Mary Elizabeth Witter, wife of **Alvin S. Witter**, passed to her reward on January 16. She was a daughter of the late **J. P. Hege**.

The Cumberland Valley pea and tomato growers committee includes among its personnel the following Inter-State members: **Elmer Oller**, Smithsburg, Md.; **John Benedict**, Waynesboro, Pa.; **Amos Mackey**, Shippensburg, Pa. and **Charles S. Andrews**, Chambersburg, Pa.

The guiding hand in the New Jersey State Grange is now **Franklin Nixon** of Vincentown, Burlington County. He succeeds the late **David H. Agans** of Three Bridges, who died in January.

Dairymen of Franklin County are considering the setting up of an artificial breeding unit in that area. At a meeting held January 20 at which **R. H. Olmstead**, of Pennsylvania State College, was the principal speaker, township chairmen were appointed to conduct local meetings. Among these chairmen are: **J. Fred Davison**, C. S. Andrews, D. W. Rumler and **Ira M. Shields** all of the Chambersburg Local, **Fred W. Shearer** of the Path Valley Local and **Wm. Keefer** of the Mercersburg Local.

The sympathy of every Inter-State member goes to **Mrs. Jessie Geisler**, Bedford, Pa., whose son, **Staff Sergeant Donald E. Geisler**, was among the 159 American soldiers massacred by the Nazis at Malmédy, Belgium, in December.

The fellow who "does it now" has time to do something else while the other fellow is still thinking about it.

Daddy and Mrs. Willits Observe 60th Anniversary

Our congratulations go out to **F. P. "Daddy" and Mrs. Willits**, for on Sunday, February 18, they are observing their 60th wedding anniversary. Their home is at Ward, Delaware County, Pa.

"Daddy" Willits was 88 years old last November 3 and Mrs. Willits will be 87 on February 19.

This event in the lives of the Willits is being remembered by hundreds of friends in Pennsylvania and throughout the country.

"Daddy" Willits was the organizer of Inter-State Milk Producers' Association in 1916 and was its first president. He served four years as Pennsylvania Secretary of Agriculture and was treasurer of the Pennsylvania State Grange for 26 years.

In addition, he was very active in the formation of the National Cooperative Milk Producers' Federation and the Institute of Cooperation, and was trustee of Pennsylvania State College for many years.

These are only a few of the public services rendered by "Daddy" and in which he was counseled and encouraged by Mrs. Willits.

Happy returns!

N. E. Dairy Conference Cancels Annual Meeting

The Northeastern Dairy Conference annual meeting, scheduled for March 22-23, has been postponed indefinitely. This announcement was made by **B. H. Welty**, president of the Conference, who stated that the organization wished to "cooperative" 100 percent with the recent directive imposing a ban on all large meetings not absolutely essential to the war effort.

The Executive Committee of the Conference will meet, as well as the personnel of special committees that have been working on basic dairy questions for the past several months. The reports of these committees will be published for the information and guidance of the membership of the Conference.

Gannon-Fullerton

On January 27, **Catherine V. Gannon** (Kay to her many friends in Inter-State) became the wife of **Benjamin D. Fullerton**.

Kay's smiling face will continue to grace the Inter-State office, where she will carry on her work as secretary to **Mr. Hoffman**. We wish her all the luck and happiness in the world and are glad we aren't "losing her."



The corn from this field will be valuable this year, with the shortage of feed. It was grown on the farm of Clifford F. Mitchell, Duncansville, Pa.

November 27-28 Selected For 1945 Annual Meeting

The dates of Tuesday and Wednesday, November 27-28, have been selected for the 1945 annual meeting of Inter-State Milk Producers' Cooperative. These dates were approved by the Board of Directors at its January meeting and have been reserved at the Benjamin Franklin Hotel.

Because of the ban on conventions which became effective Feb. 1, the status of Inter-State's annual meeting is not yet certain. A future course must be worked out in accordance with the government directive on the subject which asks cancellation of meetings not absolutely essential for the conduct of the war.

Developments must be awaited as to whether the meeting can be held under the usual plan, whether some modification will be necessary, or whether the meeting must be cancelled entirely. Members will be kept informed of any developments.

More Dinner Meetings

In addition to the dinner meetings reported on other pages of this issue, similar events have been scheduled to be held in District 7 on February 27, certain locals of District 12 on March 1, Rising Sun Local of District 10 on March 9, District 8 on March 15, District 17 on March 16, District 15 on March 21 and the Seaford Local of District 12 and Cambridge and Hurlock Locals of District 4 on April 3.

Dates have been tentatively set for dinner meetings in Districts 20 and 21 on April 10, 11 and 12. The District 1 dinner meeting was held February 14, too late to cover in the February REVIEW.

Little Girl: "Mamma, may I go out and play?"

Mama: "Yes, but don't play with any of those rough little boys."

Little Girl: "All right, Mama, but if I find a smooth one can I play with him?"

FLASH — Subsidy Rates Announced for Remainder of 1945

February 15—A phone call from Washington, by General Manager **O. H. Hoffman, Jr.**, relayed an announcement just released to-day by the War Food Administration on subsidy rates for the remainder of 1945.

He is attending a meeting of the Board of Directors of the National Cooperative Milk Producers' Federation, together with **B. H. Welty**, **A. R. Marvel** and **H. B. McDowell**.

These rates, including those now in effect, are, for Pennsylvania, Maryland and Delaware, \$.80 (including \$.10 drought payment) for January through March; \$.35 for April through June; \$.45, July through September; and \$.70 for October through December.

The rate in New Jersey is \$.10 higher in each of these periods.

The payments for the two periods, July through December, are tentative and subject to change if conditions require.

The payment for butterfat (delivered in cream) continues at the present \$.10 per pound through September and from October through December the rate will be \$.16 per pound of butterfat.

It is noted that the butterfat payments do not drop seasonally this spring but will carry through the summer and then be increased materially next fall. This is in accord with the recommendation made by the National Cooperative Milk Producers' Federation, that payments to butter producers be on such a level as to encourage production of more butter.

Inter-State has long felt that an adjustment in this respect was in order and has been praised by the Dairy Record for this open-minded stand on the problems of this sector of the dairy industry.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Dec.-Jan. | Class II Dec. | Class II Jan. | Class III Dec. | Class III Jan. |
|-----------------------|-------------|-------------------|---------------|---------------|----------------|----------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.301 | \$3.319 | \$2.531 | \$2.538 |
| Altoona | 9 | 3.70 | 3.233 | 3.239 | 2.498 | 2.493 |
| Huntingdon-Tyrone | 10, Z2 | 3.45 | 3.233 | 3.239 | 2.498 | 2.493 |
| State Wide | 11 | 3.50 | 3.233 | 3.239 | 2.498 | 2.493 |
| Lancaster | 14 | 3.73 | 3.251 | 3.256 | 2.498 | 2.493 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| December | I | IA | II | III | "A" | Bonus |
|------------------------------|------|----|-------|-------|-----|-------|
| Cream Top Dairy | 100 | 0 | 0 | 0 | 0 | — |
| Eachus Dairy | 94 | 0 | 6 | 0 | 0 | — |
| Everett Milk & Ice Cream Co. | 56.6 | 0 | 32.93 | 10.47 | 0 | — |
| Hoffman's | 78 | 8 | 14 | 0 | 0 | — |
| Penn-Cress Ice Cream Co. | 59 | 0 | 41 | 0 | 0 | — |
| Williamsburg Dairy | | | | | | |

| January | New Jersey Norm | Cream |
|----------------------|-----------------|-------|
| Abbotts Dairies | 100 | 100 |
| Castanea Dairy | 100 | 100 |
| Scott-Powell Dairies | 100 | 100 |
| Supplee-Wills-Jones | 100 | 100 |

Prices Paid for 4% Milk

| Buyer | Location | Area | Dec. | Jan. |
|------------------------------|-------------------|--------|--------|--------|
| Abbotts Dairies | (N. J. Producers) | — | \$4.03 | \$4.00 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.90 | — |
| Blue Hen Farms | Wilmington, Del. | — | 3.83 | — |
| Centerville Producers Co-op. | Centerville, Md. | — | 3.80 | 3.79 |
| Clover Dairy Company | Wilmington, Del. | — | 3.88 | 3.86 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Delamore Dairy | Wilmington, Del. | — | 3.86 | 3.90 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.82 | — |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10, Z2 | 3.32 | — |
| Fraim's Dairy | Wilmington, Del. | — | 3.91 | 3.90 |
| Greenhill Dairy | Wilmington, Del. | — | 3.83 | 3.83 |
| Highland Dairy Products | Doe Run, Pa. | 1A | — | — |
| Hoffman's | Altoona, Pa. | 9 | 3.61 | — |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.80 | — |
| New York Buyers | New York Market | — | 3.80 | — |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.72 | 3.60 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.50 | — |
| Rohrer Med-O-Farms Dairy | Lancaster, Pa. | 14 | 3.80 | — |
| Scott-Powell Dairies | Lancaster, Pa. | 14 | 3.73 | — |
| Strickler, Dean D. & Son | (N. J. Producers) | — | 4.03 | 4.03 |
| Supplee-Wills-Jones | Huntingdon, Pa. | 10, Z2 | — | — |
| Sylvan View Dairy | Nassau, Del. | — | 3.66 | 3.64 |
| Tri-County Dairy | (N. J. Producers) | — | 4.03 | 4.03 |
| Waple Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| West End Dairy | Honey Brook, Pa. | 1A | 3.78 | — |
| Western Maryland Dairy | Tyrone, Pa. | 10, Z2 | 3.40 | — |
| Williamsburg Dairy | Wilmington, Del. | — | 3.91 | 3.91 |
| | Rising Sun, Md. | — | 3.79 | 3.79 |
| | Williamsburg, Pa. | 10, Z2 | — | — |

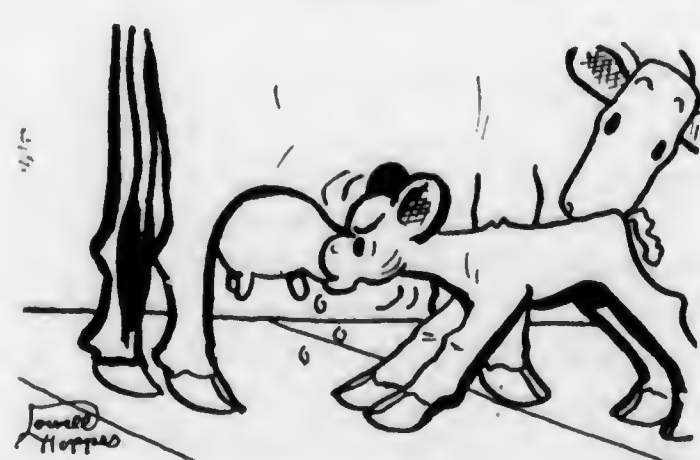
Feed Price Summary—Dec. and Jan.

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| | Dec. 1944 | Nov. 1944 | Dec. 1943 | % Change, Dec., 1944 compared with Nov. 1944 | Dec. 1944 | Jan. 1944 | % Change, Jan., 1945 compared with Dec. 1944 |
|------------------------|-----------|-----------|-----------|--|-----------|-----------|--|
| Wheat Bran | 51.20 | 51.90 | 51.85 | -1.35 | 51.20 | 51.20 | 0 |
| 16% Mixed Dairy Ration | 56.64 | 57.56 | 59.24 | -1.60 | 56.64 | 58.60 | -1.71 |
| 24% | 62.67 | 62.67 | 63.60 | 0 | 62.33 | 64.25 | -0.54 |

"Yes'm, the children's names all start with an haitch. There's 'Orace, 'Erbert, 'Enry, 'Aroid, 'Arriett—all except the last one and we named 'er Halice."

Lost every year through farm accidents—as many man-days as would be required to produce the average annual wheat crop of the United States.



"For goodness sake mom, don't ease up on the milk production now that the war news is favorable!"

MILK PRODUCERS REVIEW

Class Prices

| Wilmington | | |
|----------------------------------|---------|----------|
| F. o. b. market, cwt. of 4% milk | | |
| | Class I | Class II |
| December | \$3.93 | \$3.114 |
| January | 3.93 | 3.134 |
| February | 3.93 | — |

| New Jersey | | |
|------------------------------------|---------|----------|
| F. o. b. market, cwt. of 3.5% milk | | |
| | Class I | Class II |
| December | \$3.83 | \$2.67 |
| January | 3.83 | 2.67 |
| February | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| | *Cream | †Dry Skimmilk |
|----------|----------|---------------|
| December | \$24.925 | 11.4964¢ |
| January | 24.969 | 11.6891¢ |

*—Per 40-quart can of 40 percent cream.
†—Per pound of roller process dry skimmilk, each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Thanks, Inter-State

Twin Elms Farms,
Goldsboro, Maryland.
January 17th, 1945.

Inter-State Milk Producers' Cooperative
401 North Broad Street
Philadelphia, Penna.

GENTLEMEN:—
We wish to thank you for the prompt and fair way you took care of our claim; because of scarlet fever we were unable to sell our milk. It was a great help to us to be a member of Cooperative. Mr. Louis F. Toney delivered our check to us promptly. All dairymen should belong to Cooperative and cooperate with it.

Yours very truly,
(s) Mr. C. Harry Thomas.

Mrs. Smith: "I was quite outspoken at the club last night."
Mr. Smith: "I can't believe it, dear. Who out-spoke you?"

February, 1945

Prices 4% Milk, Dec. and Jan.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during December, 1944 and January, 1945.

| Handler | Plant Location | Dec. Price | Jan. Price | Handler | Plant Location | Dec. Price | Jan. Price |
|----------------------------|-----------------------------|----------------|----------------|------------------------|--------------------|------------|------------|
| Market Average | f.o. b. Philadelphia | \$3.946 | \$3.939 | Scott-Powell Dairies | Philadelphia, Pa. | 3.926 | 3.941 |
| Abbotts Dairies | Philadelphia, Pa. | 4.000 | 3.985 | " | Ardmore, Pa. | 3.926 | 3.941 |
| " | Curryville, Pa. | 3.39 | 3.681 | " | Biglerville, Pa. | 283 | 3.613 |
| " | Easton, Md. | 283 | 3.737 | " | Clayton, Del. | 241 | 3.655 |
| " | Goshen, Pa. | 241 | 3.729 | " | Fairdale, Pa. | 318 | 3.578 |
| " | Oxford, Pa. | 227 | 3.743 | " | New Holland, Pa. | 234 | 3.662 |
| " | Port Alleghe, Pa. | 416 | 3.604 | " | Snow Hill, Md. | 304 | 3.592 |
| " | Spring Creek, Pa. | 451 | 3.569 | " | York Springs, Pa. | 276 | 3.620 |
| Ardmore Home Dairies | Ardmore, Pa. | 3.969 | 3.980 | Shearer, Paul B. & Co. | Philadelphia, Pa. | 3.640 | 3.789 |
| Baldwin Dairies | Philadelphia, Pa. | 3.933 | 3.999 | " | Center Port, Pa. | 248 | 3.362 |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.767 | " | Manoa, Pa. | — | 4.107 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.855 | Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.960 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.899 | " | Bedford, Pa. | 332 | 3.598 |
| Breuninger Dairies | Philadelphia, Pa. | — | 4.038 | " | Chambersburg, Pa. | 297 | 3.650 |
| " | Richlandtown, Pa. | 227 | 3.811 | " | Hagerstown, Md. | 304 | 3.650 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 4.039 | " | Harrington, Del. | 262 | 3.668 |
| Brown's Dairy | Glenside, Pa. | 07 | 3.815 | " | Huntingdon, Pa. | 332 | 3.598 |
| Bucks Co. Farms Dairies | Morrisville, Pa. | 22 | 3.725 | " | Leaman Place, Pa. | 234 | 3.696 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 4.070 | " | Lewistown, Pa. | 311 | 3.619 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.879 | " | Mercersburg, Pa. | 311 | 3.597 |
| Cooklyn Milk Co. | Goldsboro Md. | 262 | 3.710 | " | Mt. Pleasant, Del. | 227 | 3.703 |
| Crawford, M. S., Dairy | Drexel Hill, Pa. | — | 3.928 | " | Princess Anne, Md. | 297 | 3.633 |
| Crystle, Wm. H., Dairy | Chester, Pa. | 07 | 3.827 | " | Townsend, Del. | 234 | 3.696 |
| Darlington Bros. | Darling, Pa. | 09 | 3.952 | " | Worton, Md. | 255 | 3.675 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.887 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.931 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.617 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.892 |
| Engel Dairy | Philadelphia, Pa. | — | 4.057 | " | Jenkintown, Pa. | — | 4.039 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.963 | " | Glenroy, Pa. | 234 | 3.677 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.936 | Turner & Wescott | Philadelphia, Pa. | — | 4.004 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.677 | Walnut Farms Dairy | Philadelphia, Pa. | — | 3.888 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.773 | Warners Dairy | Berwyn, Pa. | 09 | 3.802 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 3.976 | Wawa Dairy Farms | Wawa, Pa. | 09 | 3.908 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.819 | Willow Ridge Farm | Hatboro, Pa. | 09 | 3.908 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 4.048 | Wilmer Dairies | Conshohocken, Pa. | 07 | 3.832 |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.626 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.966 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.047 | Witchwood Dairy | Spring House, Pa. | 11 | 3.985 |
| Grubb's Dairies | Media, Pa. | 07 | 4.020 | " | " | " | " |
| Hamilton Dairies | Philadelphia, Pa. | — | 4.048 | " | " | " | " |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.909 | " | " | " | " |
| " | Mainland, Pa. | 11 | 3.799 | " | " | " | " |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.961 | " | " | " | " |
| " | Brandtsville, Pa. | 276 | 3.655 | " | " | " | " |
| " | Byers, Pa. | 22 | 3.711 | " | " | " | " |
| " | Carlisle, Pa. | 276 | 3.655 | " | " | " | " |
| " | Hurlock, Md. | 283 | 3.648 | " | " | " | " |
| " | Massey, Md. | 241 | 3.690 | " | " | " | " |
| " | Millville, Pa. | 332 | 3.599 | " | " | " | " |
| " | Sudlersville, Md. | 248 | 3.683 | " | " | " | " |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.829 | " | " | " | " |
| " | Boiling Springs, Pa. | 276 | 3.523 | " | " | " | " |
| Hill Crest Farms | Eddington, Pa. | 09 | 4.000 | " | " | " | " |
| Holiday Dairy | Norristown, Pa. | 11 | 3.826 | " | " | " | " |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.907 | " | " | " | " |
| Hutt's Dairies | Philadelphia, Pa. | — | 3.993 | " | " | " | " |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.975 | " | " | " | " |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 4.036 | " | " | " | " |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.813 | " | " | " | " |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | 3.596 | " | " | " | " |
| Marmer, John | Bryn Mawr, Pa. | — | 3.967 | " | " | " | " |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.899 | " | " | " | " |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.961 | " | " | " | " |
| Meyers Dairies | Ambler, Pa. | 09 | 3.852 | " | " | " | " |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.975 | " | " | " | " |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 4.002 | " | " | " | " |
| Montg-Berk Dairy Co. | Boylestown, Pa. | 227 | 3.634 | " | " | " | " |
| Nelson Dairies | Norristown, Pa. | 09 | 3.842 | " | " | " | " |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.941 | " | " | " | " |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.795 | " | " | " | " |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.909 | " | " | " | " |
| Penn-Reed Milk Co. | Belleville, Pa. | 318 | 3.529 | " | " | " | " |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 4.011 | " | " | " | " |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.918 | " | " | " | " |
| Rosenberger's Dairies | Hatfield, Pa. | 13 | 3.699 | " | " | " | " |
| Schillinger's Dairies | Philadelphia, Pa. | — | 4.010 | " | " | " | " |



MONEY SOLVES A LOT OF PROBLEMS

WAR BONDS—

help beat the Axis today, help re-equip the farm tomorrow

Hoffman States Post War Needs Of Farmers, Cooperatives and Agriculture

THE first interest of dairymen, as long as the war continues, is to produce milk, regardless of difficulties. "O. H. Hoffman, Jr., general manager of Inter-State, told members and their guests at dinner meetings of District 11 held at Oxford, Pa., on January 23 and at Little Britain, Pa., on January 26. The meetings were planned by Wm. P. Bucher, president; Ira A. McPherson, vice president; Charles S. Coates, secretary-treasurer, and E. M. Crowl, director of District 11, and by Clayton L. Keener, fieldman in the area.

Brief reports on the annual delegate meeting were heard from the delegates of the district, with Director Crowl and Mr. Keener commenting on recent developments in the area. Frank Bushek, representative of the American Dairy Association, described the advertising and merchandizing job which will confront the dairy industry when the war is over and discussed briefly how ADA is geared to handle that job. H. E. Jamison, Inter-State secretary-treasurer, commented on public relations and especially on the value to the community of 4-H and FFA work.

A Report on Draft Policy

L. I. Bolton, a member of the Lancaster county draft board, related the task facing those boards. The position on farm deferments, as stated by him, is that really essential farm workers will be continued in Class 2C, but that any who may be "hiding" under agricultural deferments, or any farm employe who goes from farm to farm seeking the high dollar is to be placed in Class 1A without delay.

An added feature of the program of the Oxford meeting was a demonstration of sleight of hand and magic by Dudley Winter, Inter-State fieldman. The guests at the Little Britain meeting were given a demonstration of one of the methods by which the Philadelphia Inter-State Dairy Council tells the story of milk to school children. This was done by Mrs. Adaline Harri-man, who gave a puppet show which proved entertaining as well as informative.

In his talk to the members, Mr. Hoffman discussed with them some of the post war difficulties that must be faced when the war is over and readjustments in our dairy program become necessary. "Some of these matters are such that no

one but the individual producer can take care of them; others will require the action of all producers working together as they have never worked together before," Hoffman declared.

In order that our producers may meet the situation when the returns from milk do go down, Hoffman urged that every dairyman produce his milk just as economically as possible. "It is good business," he stated, "to plan now for ways and means which can be put into effect just as soon as all-out production at any cost is no longer the order of the day."

A second course we as producers should pursue is to reduce our financial obligations. Debts should be paid off whenever possible and a backlog built up to meet the expenditures for repairs, replacements and improvements that are sure to be wanted after the war.

Quality Finds Best Markets

The matter of quality received special emphasis. "Any person paying money for a product desires to get the best he can for the price and this applies to milk just as it does to shirts, shoes or automobiles," declared Hoffman. "The best way of keeping our markets in the post war period is to produce the highest quality, best flavored milk we can. Those of us who meet that standard and produce efficiently will keep our markets."

Inter-State members were advised to carry out such repairs and improvements right now as they can, considering labor and priority difficulties. Well chosen expenditures of this kind are assets of permanent value, while the future value of a dollar may be affected by changing conditions.



Just a quiet little stream can, with the aid of nature, make a very pretty picture, as shown above. This picture was sent in by Jean Silcox, Kennedyville, Md.

In line with this, Hoffman urged that all farmers raise as much of their needs as possible both for the use of their families and for operating their business. "We must have a minimum of swapping things for dollars and those dollars for other things," he declared, adding that very few of us are good enough traders to win in the long run in such transactions.

The foregoing recommendations were described as problems of the individual. Another problem facing producers, but which must be handled as a market-wide situation, is that of seasonal variations in production. The leveling out of production, so as to reduce the spring surplus and avoid fall shortages, must be done largely by the individual but market-wide policies may stimulate favorable results. Of the various methods that have been used or proposed the possibility of a seasonal variation in price—a modest reduction in the spring and a compensating increase in the fall—was outlined as probably the most logical for encouraging more even production.

A Danger in Subsidies

The price situation is likely to be complicated by the subsidy now being paid dairymen in order to keep the consumer food costs down, according to Hoffman, who said that, "This subsidy is a temporary and make-shift arrangement."

"It is probable that some day the income of labor will be reduced, which will quite naturally precipitate a demand for economy in government. It is natural to expect that subsidies, being paid out of a treasury already over-burdened with debt, will be the first to get the ax. That may mean stopping subsidies at the same time that consumers will expect a reduction in their food prices, not knowing that the government had been helping them all along in getting this food at cut-rate prices—prices far below cost of production."

Inter-State's chief post war plan is to build the organization as strong as possible. To do this, Hoffman told the members, four essentials must be provided:

1. A dependable, self-reliant staff.
2. A unified directorate.
3. An understanding membership, and
4. Adequate funds to cope with any emergency which may arise.

(Please turn to page 15)

The P. I. N. A. Meets - and Eats!

Dairy Council Nutritionists Serve Unusual Supper to Industrial Nurses

ON a very rainy evening last November—the 27th, to be specific—two noteworthy events took place in the busy little village of Philadelphia, Pennsylvania. One was, of course, the annual banquet of Inter-State Milk Producers Cooperative at the Benjamin Franklin. The other was a dinner meeting of the Philadelphia Industrial Nurses Association—held in the Dairy Council auditorium, with the members of our nutrition staff acting as hostesses.

These two affairs, it seems to your correspondent, had much in common. Each offered those who came not only food for the body but considerable food for thought; each had in mind the future welfare of the dairy industry; and while one was establishing the principles by which we must be guided in the days to come, the other was beginning, in a small but determined way, to put those principles into operation.

At the Ben Franklin, Curtis Publishing Company's Walter D. Fuller set the theme for the major address of the evening like this: "We need, in this country, a new unity of purpose of all groups . . . We need to get together, all face forward, and swinging in step, march ahead to new heights of American living and prosperity, whether we call ourselves labor, farmers, businessmen or something else." And at 20th and Race Streets, the Dairy Council, representing farmers and businessmen, was "getting together" with the representatives of labor to establish that unity of purpose of which Mr. Fuller was speaking.

A Group with Influence

The Philadelphia Industrial Nurses Association is exactly what the name indicates, its membership including nurses employed by practically all of the big industrial plants in the Philadelphia area and a good many of the little ones. Since this comparatively small group of women is responsible, to some extent, for the health habits and nutritional education of many thousands of workers, the Dairy Council takes a lively interest in what these ladies are doing and thinking.

It was Lucy Queal's idea to invite them to bring their monthly meeting to our house in November. Lucy handles all of our industrial contacts and knew that the group followed the practice of meeting somewhere each month for dinner and discussion. Why not, said she, come to the Dairy Council for a change and let us spread the festive board—the charge to be just what it costs us, with the exception



Top—Members of Philadelphia Industrial Nurses Association attending meeting in Dairy Council Auditorium.



Below—Janette Downs, Jane Furtick, Doris Penkethman and Lucy Queal—Dairy Council nutritionists who served the supper.

of any dairy products—they're "on the house."

The ladies accepted with pleasure, and Lucy and her gang went to work. To give the affair a little color and keep it timely, they prepared an "Allied Country Supper"—each nation contributing something to the menu. With flags flying and candles gleaming, the eating activities began with borscht, in honor of the Soviet Union (borscht being, so they tell us, a beet soup that looks beautiful and tastes wonderful). Next, chow mein and Chinese cabbage salad for our Oriental allies, with toasted English muffins as a bow to John Bull. Finale—the good old American dessert of ice cream. (In case you're thinking that de Gaulle's newly recognized government was slighted—there was French dressing on the salad!)

Council Shows Its Work

After dinner, and before the regular meeting of the Nurses Association, those assembled were brought up to date on available Dairy Council material for use in industry and business. Besides showing them our newest posters and describing our services, a thought for the future was injected by Ruth Tybeskey, newly-acquired member of our dramatic staff. While Mr. Fuller was telling dairy farmers that the great post-war purchasing power will be available to them only if they can create an increasing demand for their product, Mrs. Tybeskey was suggesting one way it can be done. While admitting that there is nothing new under the sun, she pointed out that there are new combinations, and suggested that a merger of nutrition and dramatics might prove of great help in the work of the industrial nurse.

"The Dairy Council," she said, "has found that a message of health can be conveyed to school children through the medium of health plays and puppet shows . . . the radio has shown that by dramatizing a situation the product advertised can be placed before the public in a very lasting way. Drama is being used in the rehabilitation of returned soldiers . . . for recruiting Red Cross workers, selling war bonds and many other purposeful enterprises. Why can't we dramatize our health and nutrition message in an industrial organization as well as in an educational institution?"

"The material would have to be of a very different type—more sophisticated and with an adult appeal. One could inject much humor in the scripts and at the same time deliver a very definite message. Employees would gladly assume the roles, for there are always those in any group who enjoy acting. The sketches should be short enough to be performed at lunch hours or rest periods."

Here was a new idea, and (if one can judge by the reaction of the nurses) a good one. It looks very much like the Dairy Council playwrights will retire to their deep brown studies and start work on some scripts for industrial use in the near future, for in our humble opinion, here is a potential medium for telling our story which we cannot afford to overlook.

And so, while Mr. Fuller talked about progressing through cooperation, we in our little way were doing just that. Over a plate of borscht, Dairy Council had made intimate contact with labor to the extent of some 100,000 workers, for those nurses represented firms employing that many—Cramp's 18,000—Philco's 10,000—another 10,000 at E. G. Budd Co.—and on down through companies with less than a hundred employees.

We have no way of estimating the benefits which may accrue from it all. But regardless of what may come in the way of results from Lucy's little shindig, we submit it as a symbol of both national and international unity—representatives of the American cow and the American machine sitting down together to share a bowl of chow mein!

The new army rifle weighs 8.69 pounds. After it has been carried a few hours, the decimal point drops out.

Brembeck: "What's the matter with Howe? Got lumbago or spinal curvature or something?"

Thayer: "No, he has to walk that way to fit some shirts his wife made for him."

ONLY BUTTER CAN BE BUTTER

Quality and Efficiency Needed to Hold Post War Markets, Byrd Tells Members

EASTERN Dairymen must meet squarely the responsibility of efficient production if we are to retain our present position in our eastern fluid milk markets." So declared Dr. H. C. Byrd, president of the University of Maryland at the annual dinner meeting of Inter-State members in District 9, held at Middletown, Del., on February 8.

Dr. Byrd commented, especially, on the statesmanship and wise handling of milk marketing problems that has been evident in the Mid-Atlantic area, naming, specifically, B. B. Derrick, manager of the Maryland and Virginia Milk Producers' Association; Dr. R. W. Shermantine, manager of the Maryland Cooperative Milk Producers; and O. H. Hoffman, Jr., manager of Inter-State. He declared that it was through the present and previous sound operations of these cooperatives that dairymen in this region have attained their present good position.

Meeting Planned Locally

The Middletown dinner meeting was arranged by the officers of the district, of whom Norman E. Ford is president; B. H. Moore, Jr., vice president; Jos. C. Jarrell, secretary-treasurer and H. B. McDowell, Jr., the director. Floyd Ealy, fieldman in that area, worked with the district officers in developing meeting plans.

Others who appeared on the program were Mr. Hoffman, Mr. Ealy, Frank Bushek, representing the American Dairy Association; and H. E. Jamison, secretary-treasurer of Inter-State. Ralph Walson, county agricultural agent was toastmaster and introduced, among others, Warren Buckingham, Mayor of Middletown, and Albert Carvel, Lieutenant Governor of Delaware.

A short talk was made by C. E. McCauley, state 4-H club leader, who presented Marvin Patterson with a 4-H dairy club award made possible by Inter-State. Olin Davis, Jr., a 4-H club winner from Kent county, Md., also talked briefly.

In his talk, Dr. Byrd stressed to the producers the need for quality, stating that a high quality product, efficiently produced, is the best insurance in the world against losing their present good markets.

Pointing out that eastern markets have recently found it necessary to ship milk from points far outside the milk shed, he stated that when

the war is over producers who have supplied that milk are likely to demand an opportunity to sell in our eastern markets. If those outside producers supply a better product, or can supply a really good product more cheaply, they will stand a good chance of getting a part of our eastern markets.

Better cows, more milk per cow, a better feeding program and every other possible efficiency were emphasized as the eastern dairyman's answer to any such challenge.

In this connection, Dr. Byrd complimented the Delaware dairymen for their position in asking their legislature to appropriate money for a full-time dairy specialist in the state. He stated that money appropriated and used in this manner would be the best possible investment Delaware could make.

Dr. Byrd declared that America has a great future, despite a current black outlook. "Time after time

since the first settlers landed in America our people have experienced troubled times," declared Dr. Byrd, adding that in every instance the country has always pulled through and has continued its growth to a larger and stronger country.

He cautioned against considering for a moment the acceptance of any alien philosophy of any kind. "We do not need," he said, "any new type of government to replace our present republican type of government. Nor do we need any new spiritual philosophy to replace that of our Lord which we have lived by for over 1900 years."

His closing statement can well apply to our government, our cooperatives and our personal lives. He said, "Keep our courage in spite of discouragements and disaster. Build on the ashes of disappointments and hold on to what has proved to be good in our work and in our lives."



David H. Woodward, Hockessin, Del., is very proud of this calf, with which he won first prize in the Guernsey senior calf class and first in fitting and showmanship at the 4-H County Fair at Newark.

ADA Sales Program

(Continued from page 3)

number of city newspapers over the country carried the release or commented editorially on a report issued by ADA about the reason for the shortage of butter, thus helping ease the consumers' mind and convince them that the dairy farmer is doing his very best in that respect. Similar comprehensive and factual reports on other matters have been released by ADA from time to time.

As the dairy picture changes the need for understanding of the dairyman's problems will become increasingly greater. This understanding in itself will be well worth the entire cost of ADA in a better consumer and public attitude.

Before Pearl Harbor two dairies were engaged in an advertising war. One of the companies hired a daredevil racer to drive a car around the town with large placards reading

"This Daredevil Drinks Our Milk."

The rival company came out with placards twice as large, reading: "You Don't Have To Be a Daredevil to Drink Our Milk."

Irate Guest: "There's an awful odor in my room."

Manager: "Why don't you open your door?"

Irate Guest: "What, and let my goat out?"

District 25 Members Hear Welty, Knode

An attendance of over 140 turned out for the District 25 dinner meeting at Smithsburg, Md., on February 7. Speakers at this event included B. H. Welty, Inter-State's president; J. H. Knode, Franklin county agricultural extension agent, and Frank Bushek, eastern American Dairy Association representative (see page 3). In addition, Dudley Winter, Inter-State fieldman, entertained with his sleight of hand and demonstration of magic.

In his talk, Welty discussed some of the post war problems which are confronting dairymen and especially the confusion and misunderstanding that is likely to result when subsidies are removed, especially if there should be a marked drop in consumer buying power at the same time. He emphasized that consumers are not aware that they are being subsidized and getting dairy products at the bargain counter on a pretext of holding down the cost of living.

The activity among farmers by labor unions, both the United Mine Workers and the American Federation of Labor, was also discussed. The danger to farmers of any

unionization of farmers by labor groups was stressed.

The recent activity of some business interests in the National Tax Equality Association was brought to the attention of members. This development, it was emphasized, has as its pretext the equalization of taxes. Actually, however, there are many indications that the backers of this organization are bent on restricting cooperatives in every possible manner.

Welty also informed the producers present that in the post war period, with modern developments of transportation, the competition for markets will be greatly broadened and will make quality of product and efficiency of production more imperative than ever before.

Means of obtaining milk at lower production costs were outlined by County Agent Knode. His talk was illustrated with colored slides and he stressed, especially, good pastures and hay crops as the first essential of economical milk production.

Harry: "My mother was always having trouble with my father or the furnace."

Jerry: "Why both of them?"

Harry: "Well, every time she'd watch one the other would go out!"

Cash Prizes

For Winning Pictures
in the

REVIEW PICTURE CONTEST

An opportunity to turn your
really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page,
\$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture — Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review,
401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

EGLINTON JERSEY DISPERSAL

Friday, March 9 — 11 A.M., E.W.T.

Farm joins City Limits, Westminster, Md.
1 block East of Baltimore Pike

35 Registered Jerseys

A complete dispersal Eglinton Farm Herd (A. M. Stagg, Prop.) with added consignments.

One of Maryland's Best Producing Jersey Herds
—records up to 499.5 Fat—7 cows average
431.5 lbs. Fat

MUCH POPULAR BREEDING AND PRODUCTION

7 daughters (heifers) Noble Dandy, owned jointly with Holly Beach Farm and being mated with the Malaga daughters. He is a grandson of Dreaming Royalist and Victor's Dandy Maiden. His dam, Little Miss Victoria "V.C." Gold Medal with 13,678 M, 754.2 F—Daughters of other richly bred production bulls: Poppy's Blonde Volunteer (7), Roseboy's Dreaming Design (3), R. R. Gay Torono (3), Judith's Emblem of Woodside (2), Successor's Gay Mist (1). One by Malaga, whose daughters milk up to 40 lbs. with first calf and 53 lbs. with 2nd calf.

Breeding Stock—Fresh Cows—Springers
Heifers — 1 Bull

T. B. Accd. Bangs' Cert. Lunch at Sale

Catalogs FREE, write

H. C. Barker, Sale Mgr.
Bel Air, Phone 25, Md.

Ward Snarr, Auct.
Silver City, N. C.

WERTHEIMER HOLSTEIN DISPERSAL

Tuesday, March 13 — 10:30 A.M., E.W.T.

FREDERICK, MD.

Farm 1 mile West of Frederick, U.S. 40

45 Registered Holsteins

This is a complete dispersal of the well-known Chas. Wertheimer Herd of 30 Head, plus 15 head consigned from other good Maryland Herds.

Fresh Cows—Springers—Bred and Open Heifers
— Bulls —

A good place to buy bulls—7 bull calves in the Wertheimer group, most of them sired by a good son of Dunloggin Master Dean sold for \$5200—3 bulls ready for service.

Chas. Wertheimer has bred Holsteins for 30 yrs. For 15 yrs. the herd has been non Herd Test. Three—100,000 lb. cows were developed here. Every animal has H.T. records on all dams. All are descendants of the famous Rolo Pontiac Fayne, who raised the production of all his daughters over their dams.

Inheritance for High Production in Every Animal

Also selling 4 good mules—Feed—Farm Machinery—Dairy Equipment.

Herds T. B. Accd. Bangs' Cert. Lunch at Sale

Catalogs FREE, write

Howard C. Barker, Sale Mgr.
Bel Air, Phone 25, Md.

Emmert Bowlus, Auct.
Frederick, Md.

Co-ops Have Job, Are Doing It Says Dr. Hood at Huntingdon Dinner Meeting

INTER-STATE members in Huntingdon county, Pa., weathered bitter cold and drifted roads to turn out for the annual dinner meeting of District 13, held at Huntingdon on January 25. Members and their guests were divided, by Locals, into groups for the dinner, going to the Baptist and the Abbey Reformed churches in Huntingdon for the dinner, later assembling at the auditorium of the latter church for the program.

E. P. Young was toastmaster at this event. Arrangements for the dinners and the meeting were made by Jos. Houck, president, H. F. Clark, secretary-treasurer and H. B. Stewart, director of District 13, and J. T. Plummer, field representative.

The draft situation confronting dairymen was discussed by R. S. Clark, county agent, who brought to the members the most recent available information on that matter. Clark also told the members of plans now being considered for the development of an artificial insemination organization in Huntingdon county and adjacent territory.

Other Short Features

Brief talks were made at the meeting by J. T. Plummer, field representative, and H. E. Jamison, secretary-treasurer of Inter-State. Norman Huyett, farm poet and a member of the Alexandria Local, entertained the crowd with his humorous poem "Pretending."

The method of operation of the American Dairy Association and how it fits into the dairy picture, both now and post war, was described by Frank Bushek, ADA representative in the East.

O. H. Hoffman, Jr., Inter-State general manager, discussed (1) the jobs of individual producers and of Inter-State in helping win the war and (2) plans that can now be developed for coping with post war changes in the dairy picture.

The work of and need for co-operatives was presented to the members by Dr. Kenneth Hood, extension agricultural economist at Pennsylvania State College. He outlined in clear and concise terms some of the functions of co-operatives, what they are doing and how they can be made more effective. Speaking especially of dairy marketing co-operatives, he emphasized that co-operatives were, in fact, a means for dairymen to work together in marketing their product.

It was brought out that a coopera-



Dr. Kenneth L. Hood

tive organization is in excellent position to gather facts about milk marketing and give skilled advice on the subject, whereas the individual producer has not the time, the training nor the facilities for such work. He stated that the dairyman's primary objective is the production of milk and that to get the most out of that milk it is a matter of good business to engage the services of a cooperative organization to market the milk.

This marketing work, he stated, calls for contacts and bargaining with buyers of the milk, or with control agencies which determine prices and terms of sale as based upon facts presented to them by interested parties. In addition, co-operatives provide a steady influence on the market through their check-testing work, help in hauling matters and quality work and through numerous other services which are an essential part of successful marketing. Dr. Hood reported that Pennsylvania had in 1944, 178 active farmers' co-operatives with a total membership of about 100,000.

He looks to co-operatives for the leadership which will enable agriculture to advance and contribute its full share to the greatness of America. He called attention to studies made by Cornell University in 1907, 1917, 1927 and 1937 showing each decade a wider spread between the efficient and the inefficient producer and declared this a challenge to co-operatives.

Co-operatives, he asserted, cannot get prices that will enable the inefficient to survive—but they can

help and encourage the less efficient to improve their methods.

Speaking to the members of their responsibilities toward the co-operatives, Dr. Hood stated that the intricate details of marketing should be left to the cooperative but the member must be kept informed on what the cooperative is doing and seek out information about it. This includes his attendance at meetings, the reading of leaflets and magazines supplied to members and the seeking of knowledge about the work of the cooperative from any other reliable source.

Responsibilities Both Ways

"Cooperatives represent the best features of the American way of life," declared Dr. Hood. He said that they have what our boys are fighting for and that more of the spirit of true cooperatives is needed throughout America.

"Numerous groups are now maneuvering for special privileges," he declared. "The individual is helpless in combating such trends. Moreover, if co-operatives were considered necessary up to the present they are imperative for the success of agriculture in the future."

Get Advice on Alfalfa

The University of Maryland Agricultural Extension Service calls attention to livestock raisers that few plants surpass alfalfa in yield, quality of forage, protein content, and low cost of total digestible nutrients.

They warn, however, that "it is a waste of your money and time to seed alfalfa on land that does not offer high opportunity for success." It is recommended that all farmers interested in growing alfalfa see their county agricultural agent before attempting to grow this valuable crop. He will provide sound advice on kind of soil, soil treatment, drainage, varieties and the manner of seeding and handling the crop.

Mr. Gregory: "What do you mean by bringing Doris Ann in at this hour of the morning?"

Gay Blade: "Had to be at work at seven."

Inflation is just high prices that keep going higher until our money will buy very little. The way to prevent inflation is to buy just as little as possible. Instead of buying, invest in War Bonds.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during January, 1945.

| | |
|-------------------------------|------|
| Farm Calls..... | 817 |
| Non-Farm Calls..... | 236 |
| Butterfat Tests..... | 2798 |
| Plants Investigated..... | 52 |
| Herd Samples Tested..... | 220 |
| Brom Thymol Tests..... | 96 |
| Membership Solicitations..... | 210 |
| New Members Signed..... | 38 |
| Meetings..... | 39 |
| Attendance..... | 3807 |
| Microscopic Tests..... | 39 |

National 4-H Club Week Plans Announced

The 4-H Clubs throughout Pennsylvania and the Philadelphia milk shed are planning to join in the observance of National 4-H Club Week, March 3 to 11, said A. L. Baker, Pennsylvania state 4-H club agent, as he announced preliminary plans for the event. Many clubs will organize for 1945 that week, he said.

National 4-H Club Week has been set aside for former 4-H club members to rededicate their interest and efforts, and to cooperate in bringing 4-H activities to all rural boys and girls between the ages of 10 and 20 years, he pointed out. At the same time, the national observance has been designed to bring to parents and all adults, the part that rural youth, through 4-H Clubs, is doing, especially during these wartime conditions.

Reminding that 4-H work stresses coordination of Head, Hand, Heart, and Health, the club leader cited the objective for 1945. He mentioned the continued efforts needed on the food production front, dairying, salvage campaigns, assisting war bond drives, harvests from gardens and fields, the campaign for conservation in the home and on the farm, at the same time keeping healthy and strong.

Boys and girls enrolling in 4-H Clubs choose their own projects, and then receive specialized instruction along those lines. Clubs may be organized in all areas and for both boys and girls. Any communities where no clubs now exist can form new clubs, and a special effort will be made this year to extend the club activities to reach more boys and girls.

Inter-State has long recognized the value of this work and is continuing, through 1945, its program of cooperating with the state 4-H club agencies in Pennsylvania,

Maryland, Delaware and New Jersey in promoting 4-H dairy work. This, experience has shown, is most helpful to 4-H dairy club members and is of direct benefit to Inter-State as well.

She was on her way home from a first aid class when she saw a man lying prone in the middle of the sidewalk. His face was cradled on one arm; the other arm was twisted under him in a peculiar position. Without a moment's hesitation, she got down on her knees and went to work.

"Lady," said the victim after a few moments, "I don't know what you're doing, but I wish you'd quit tickling me. I'm trying to hold a lantern for this fellow down in the manhole."

How big is your War Bond investment? Remember that it's going to take a lot of bonds to win this war. Remember too that the more bonds you own, the better off you'll be in the post-war period.

Tent-Mate: "What's this, did you buy a saxophone?"

"Nope, just borrowed it from the rookie in the next tent."

"What for? You can't play it."

"And neither can he while I've got it!"

"THE FARMER TOOK A WIFE"

... and is he lucky!

Service star mother, housewife and partner! Your job has been a big one. Womanpower helped make D-Day possible . . . and hastens V-Day!

Your efforts have been tireless, your hours have been long, to meet the pace of wartime demands for nutritious milk products. The Ice Cream Industry pays tribute to a job well done . . .

With peace, your war effort will be rewarded; you and your family will enjoy new high standards of dairy farming. You can look forward, too, to the expansion of the Ice Cream Industry in providing larger markets for your milk as well as for fruits, sugar, nuts and many other farm products.

When you do business with the Ice Cream Industry you invest in tomorrow.



THE INTERNATIONAL ASSOCIATION
OF ICE CREAM MANUFACTURERS

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Washington 6, D. C.

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department. Your advertisement should reach us by the 10th of the month.

FOR SALE: One 4-year old thoroughbred chestnut filly, no papers; one 2-year old thoroughbred chestnut gelding, no papers; and one 3-year old thoroughbred chestnut filly, with papers. Paul Drummond, Lincoln University, Pa.

FOR SALE: Stock and implements. February 24, 12:30 P.M., Bonnie Brook Road, 3 miles south of Carlisle. Wilbur G. Boyer, Carlisle, Pa., R. 6.

FOR SALE: One New Idea manure spreader. Good condition. John Mayer, Elkton Road, Newark, Del.

WANTED: Man to work on modern dairy farm. Single or married. Modern living quarters furnished. Good wages. Herd consists registered Holsteins. Write or telephone William S. De Cou, Farm Manager, George School, Pa.

FOR SALE: 500 bu. Certified Vicland Oats, home grown, 28 lbs. per bu., 99.86 pure seed, 93.50 germination, \$2.00 bu. delivered in 25 bu. lots. Write for price on smaller lots. Harvey Murphy, R.D. 3, Norristown, Pa.



Seasonal Supply Variations

THE chart on this page shows the average daily production of milk by producers as defined under the Philadelphia Federal marketing order, by months, since the order became effective. It shows also (dotted line) the total Class I sales of milk delivered by producers under the order, this including Class I sales within the Philadelphia marketing area (Philadelphia and certain suburban areas) and outside the marketing area. The sales of Class I milk within the area are shown separately (dash-dot line).

The production line indicates that an extreme drop in production occurred in the latter part of 1943, and that the corresponding seasonal drop in the latter part of 1944 was not so severe.

It should be kept in mind that the total Class I sales of producers' milk shown on the chart do not represent all Class I milk handled by dealers. For example, in October and November, 1943, and again in October and November, 1944, dealers under the Philadelphia order disposed of more milk in Class I than producers delivered to them. In November, 1943, all Class I, including Class I milk purchased from outside sources (not shown on the chart) totalled 2,309,532 pounds daily, or 13.6 percent more than the 2,033,492 pounds delivered daily by producers. In November, 1944, producers came much nearer supplying total Class I requirements when all Class I, including milk purchased from outside sources, amounted to 2,359,488

pounds daily, which was 3.9 percent more than the 2,270,879 pounds delivered daily by producers.

These facts emphasize the need for a more even production throughout the year. It will be noticed that, while there is some seasonal variation in Class I sales in the marketing area, it is far less than the seasonal variation in production.

Finally, the chart shows the trend in Class I sales in the marketing area in 1944, compared with 1943 when sales reached an unusually high level. The highest point reached by Class I sales in the marketing area was in June, 1943, which is the base month used in determining sales quotas under War Food Order No. 79. In spite of the quota order, Class I sales in the area since September, 1944, have been running higher than in the corresponding period a year earlier.

Plan Ahead for Agriculture

(Continued from page 2)

ing taxes from us and handing some of the tax money back as a part of the milk price. He drew a parallel of developments in dictator controlled countries where the first step toward dictatorship was the control of the economy of the citizens.

The rollback subsidy on butter, whereby the retail price was reduced about five cents a pound, was described by Mr. Brandt as saving, at best, about 60 cents per person per year and with the present cur-

tailed butter supplies probably only 40 or 50 cents per year. This saving in living expense, inaugurated to "prevent inflation," it was pointed out, can be wiped out with the extra cost of three or four of the present "inflation" cigars—cigar stands seemingly specializing in new brands of "expensive" cigars. Two or three drinks at a cocktail bar or tavern will, likewise, wipe out a year's saving made by the butter "roll back" subsidy.

Condemning slowdowns of work, work stoppages and "feather bedding" of jobs as being detrimental to the progress and development of America, he declared that we can't "do less to have more" and continue to enjoy the fruits of our own labors. Brandt insisted that prices for farmers' products must permit farmers to buy needed products of labor and industry for use in carrying on their business and still leave farmers a wage equal to that paid to labor and to industry.

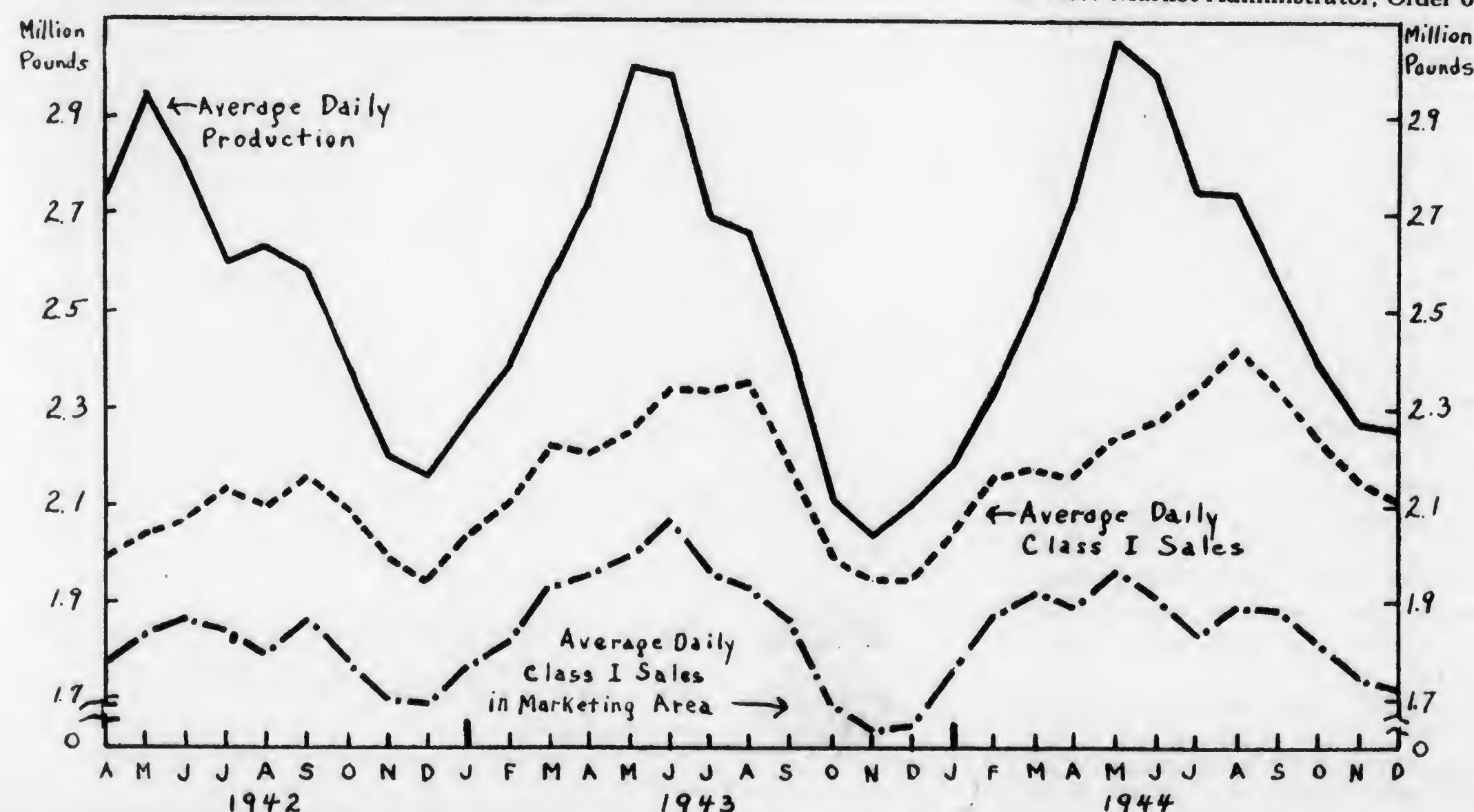
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235 E. Gay Street
WEST CHESTER, PENNSYLVANIA

Production and Class I Sales—Philadelphia

Source: Market Administrator, Order 61



Post War Needs Stated

(Continued from page 8)

"It is unreasonable to expect that the producers of any one milk shed can inhabit an island of economic safety while others suffer after the war," Hoffman said. "Difficulties experienced by dairymen in Minnesota will be afflicting dairymen in the Philadelphia milk shed within a month. This points out the need for national strength in our farm organizations just as we needed regional strength after World War I."

This national unity is now being accomplished, Hoffman stated, through the National Cooperative Milk Producers' Federation, of which Inter-State is a member; through the National Grange; the National Council of Farmer Cooperatives and the American Farm Bureau Federation. These organizations are generally recognized as the "big four" of agriculture and are in the fore-front in agricultural thinking and planning.

The need for national representation of farm groups is evident. Other groups are organized and it is generally recognized that some of them have acquired positions of great influence and thus are able to guide the thinking and action of governmental leaders.

In closing his talk, Mr. Hoffman declared that if farm people work together and fight for the principles which they consider sound and which have contributed so much to the American way of life, then the boys who are fighting on battle fronts all over the world will find, when they come back, the kind of America for which they have fought.

Meeting Calendar

February 27—District 7 dinner meeting. Hosteller's Play Barn—Bird In Hand, Pa., 12:00 noon.
February 27—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
March 1—District 12 dinner meeting—time and place to be announced.
March 8—Wilmington Inter-State Milk Market Committee—County Agent's office, Newark, Del.
March 9—Rising Sun Local of District 10 dinner meeting—time and place to be announced.
March 13—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.
March 15—District 8 dinner meeting—time and place to be announced.
March 16—District 17 dinner meeting—time and place to be announced.
March 20—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
March 21—District 15 dinner meeting—New Century Club, West Chester, Pa.
April 3—Dinner meeting of Hurlock Local of District 12 and Cambridge and Seaford Locals of District 4.

Man is the only animal that blushes—or needs to.



"...and here's
your laundry room, Mother!"



"This time we won't have to put it off on account of needing a new tractor. Come peace, it's as good as built—and all the other improvements we've wanted, to boot!"

* * *

What a wonderful opportunity you have today, with income and surplus so high, to assure future comforts and convenience!

And what a wonderful feeling to know that your money in War Bonds buys twice—gives you double your money's-worth! Today, weapons of victory; tomorrow, foundations of security.

You can pretty well measure America's future welfare by the amount of our savings in War Bonds. We will be prosperous to the degree that we have national purchasing power after the war. Meanwhile, every dollar you invest in War Bonds hastens the war's end, saves American lives. Dollars in the bank or in the mattress don't do that.

Every extra day of war means more than 500 American homes bereft of their sons. They are giving lives; will you lend dollars? It is just as essential as fighting. Yet it gives you the world's best investment, besides. With so many millions of Americans putting their savings in War Bonds, we are building the greatest reserve of security in all economic history—the surest defense against war inflation and postwar depression.

Help Uncle Sam with your surplus dollars! That's the easy part of the war effort. Buy more and bigger War Bonds, to buy more and bigger weapons of victory. It's a privilege you are lucky to have.

Inter-State Milk Producers' Review

This is an official U. S. Treasury advertisement—prepared under auspices of Treasury Department and War Advertising Council

We owe it to every man wearing the uniform of our armed forces to keep on producing to the limit of our abilities until this war is over.

Hearing at Philadelphia On February 23

Proposed changes in the Philadelphia Milk Market Order, No. 61, will be discussed at a public hearing to be held at the Adelphia Hotel, Philadelphia, February 23. The hearing, called by the War Food Administration, will be conducted jointly with the Pennsylvania Milk Control Commission.

This hearing will be confined to proposed amendments to the marketing order as published by the WFA, and which includes changes proposed by Inter-State, the Philadelphia Milk Exchange, Pennsylvania Guernsey Breeders Association and by the Dairy and Poultry branch of WFA.

Several of the changes are concerned primarily with definitions and with administrative matters which will have very little, if any, effect on the price.

One subject will be consideration of a formula for determining the Class I price. This was suggested by Inter-State in order to explore the possibilities of this matter. The formula would have two main features; one, the Class I price would fluctuate up and down according to (a) factors affecting cost of production, such as labor, feed and supplies, and (b) demand factors based upon payrolls in the Philadelphia area. The second feature of the formula would provide for a slightly lower price for milk in the spring and a compensating increase in the fall months, in order to encourage a more level production.

Inter-State has also proposed a slight change in the basis of determining the Class II price, which would result in a slight increase.

Both Class I and Class II prices, Inter-State urges, should represent "over-all" values and if the government determines that a part of this shall be paid through subsidies, buyers would make corresponding adjustments in prices they pay to producers.

It is proposed, too, that the butterfat differential in paying producers be increased from 4 cents to 5 cents per point (0.1%) variation in test.

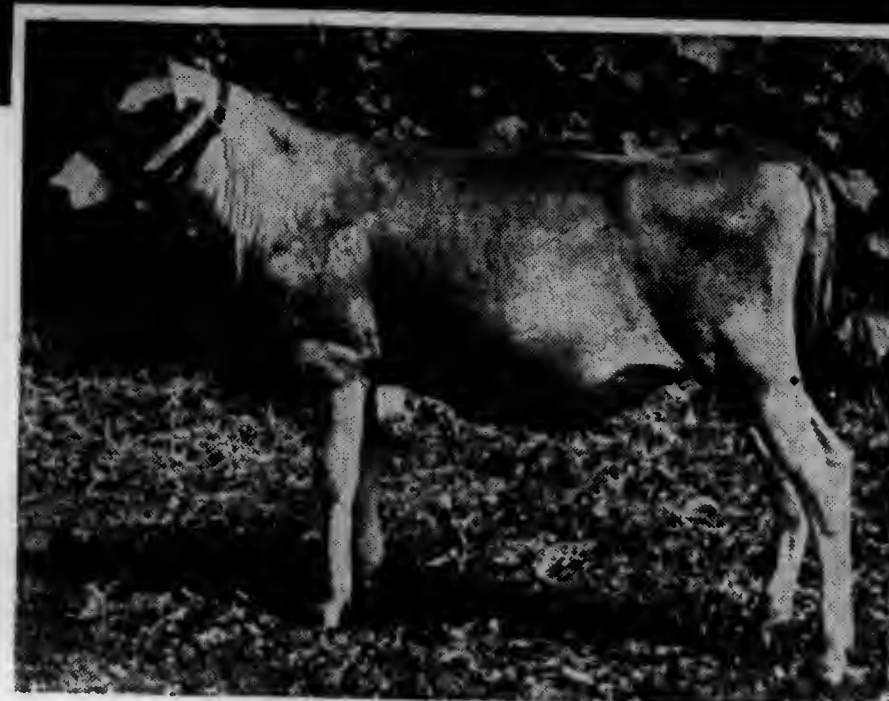
Inter-State has also proposed a "distress milk provision," which would encourage the movement of milk in periods of seasonal surplus and would do so without loss to handlers. Another suggestion is a provision to guard against unreasonable amounts of outside milk being utilized in place of milk from producers covered by the order.

"And, Doctor, do you think cranberries are healthy?"
"I've never heard one complain."



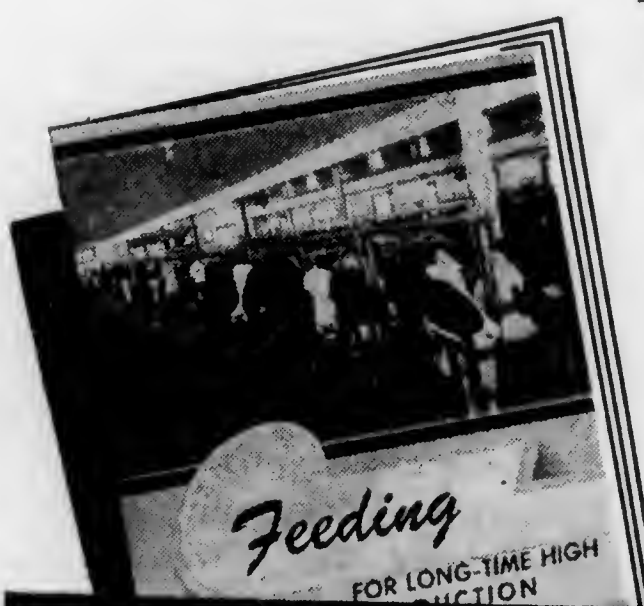
**SAVES
MONEY**

**SAVES
Vitality-Needed
MILK**



**GROWS Large, Deep-Bodied,
Strong-Boned CALVES!**

EVERY CALF raised on BEACON Calf Starter will release 500 quarts of milk for vital military and civilian use! At present prices, those 500 quarts of milk are worth at least \$45.00—and the calf can be raised for only \$9.00 worth of BEACON Calf Starter—a net saving of \$36.00 on each calf! Successful dairymen have proved the practicalness of this program. See your BEACON dealer for BEACON Calf Starter—and send the coupon for Dr. Paul E. Newman's helpful new booklet—**FEEDING FOR LONG-TIME HIGH PRODUCTION.**



The BEACON MILLING CO., Inc.
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Cayuga, N. Y.

Please send Dr. Newman's new book at once.

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Time spent now in planning next summer's crop program, including getting seeds and fertilizers, pays good dividends.

INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY INTER-STATE

Vol. XXV

Philadelphia 8, Pa., March, 1945

No. 11



Inter-State 4-H Dairy Club Winners —See Page 2

4-H Dairy Club Members Win Inter-State Awards

Pictures on Page 1

THE cover of this issue of the REVIEW is given over to state winners in 4-H dairy projects. Each of these six young folks has made an outstanding record as a 4-H club member and as a 4-H club dairyman. They have all won awards made possible, fully or in part, through the efforts of and contributions from Inter-State Milk Producers' Cooperative. The winners in each case were selected by 4-H club leaders.

Mary Satterthwaite, age 16, of Woodside, Bucks County, is shown in the upper left with her favorite Holstein. This 3-year-old cow produced, in 255 days, 12,755 pounds of milk containing 485.7 pounds of butterfat.

Mary has been in club work eight years and dairy club work three years. She has served in various offices in her clubs and has inaugurated several of the most modern dairy practices on the home farm, including the feeding of the recommended 4-H ration to the entire herd and installation of slatted floor pens for the calves.

In the upper right is the picture of **Mary Kurtz**, age 14, from Carlisle, Cumberland County, Pa., who has been in dairy club work for five years and in home economics, capon and bee club work. She has served in numerous club offices and participated in club activities.

Her Holstein heifer was grand champion at the 1944 Cumberland County Holstein calf club roundup and as a 2-year-old produced, in 318 days, 9,464 pounds of milk and 332 pounds of butterfat.

The girl at the center left is **Evelyn Ranck**, age 19, of Paradise, Lancaster County. She has been a club member for six years and in dairy club work for three years. She, also, has served in several club offices and has participated in numerous club activities.

She is active in the management of the Ranck Holstein herd. She runs the milkers, cleans and sterilizes milk utensils, has charge of the milk house and feeds the calves.

The record of her 2-year-old heifer, in 256 days, is 6,563 pounds of milk and 218.9 pounds of butterfat. As a 3-year-old the same heifer is producing nearly 40 pounds of milk and 1 1/4 pounds of butterfat a day.

The young man in the right center picture is **Jack Webb** of the Westville, Del., 4-H club (he gets his

mail through the Goldsboro, Md., post office). He is keeping production and feed records on the home herd and has inaugurated improvements in feeding and handling the entire herd, which have resulted in higher milk production.

Jack has recently secured a good purebred Holstein bull as a start in building up a high quality herd.

The young man shown in the picture in the lower left is **Marvin Patterson** of Newark, Del., who, with his mother and older brother, is running a dairy farm and improving their feeding and general dairy practices through the inspiration and information Marvin has gained in his 4-H dairy club work. They are succeeding so well that they are increasing the size of the dairy herd.

The young man in the lower right is **Olin Davis, Jr.**, of Golts, Md., who won a trip to the National 4-H Club Congress at Chicago last December. He is developing a Holstein herd of his own.

He recently appeared on the program at the dinner meetings of District 19 at Chestertown, Md., and District 9 at Middletown, Del. A rather complete description of his 4-H dairy accomplishments was carried on page 5 of the January REVIEW.

These winners are all from Inter-State families. Inter-State is proud that of the nine Pennsylvania winners, three are from Inter-State families. Two of the three Delaware winners are from Inter-State families and Olin Davis was declared the winner for the entire Eastern Shore of Maryland. His father was chairman of the Resolutions Committee at the last Inter-State annual meeting.

The Pennsylvania and Delaware winners each received a \$25.00 war bond. The score card used in Pennsylvania included: (1) general 4-H club activity; (2) completed dairy club records and (3) the member's general dairy knowledge and practices which he is following on the home farm.

Other Pennsylvania winners include **Harry Fehl**, Cannonsburg; **Wilson C. Roth**, Nazareth; **Byron E. Sollenberger**, Curryville; **Robert Waltz**, Cogan Station; **Faye Wells**, Belle Vernon, and **Lewis A. White** of Carbondale.

The third winner in Delaware was **Charles Thomas** of Camden.

Profits are a by-product of service.

Don't Judge Land Values By Present Price Levels

A warning has been issued by **Ivy W. Duggan**, Governor of the Farm Credit Administration, on high prices for farm lands. He says that, "Expectations that fighting in Europe would be prolonged have caused some people in recent months to purchase farms at too-high prices with the idea that they will receive war-time returns on farm commodities for a longer time and thus be able to pay the premium asked on many farm properties. People who purchase farms with such thoughts in mind are merely gambling on the length of the war and no one knows very much about its duration. Ordinarily they are not farmers."

"Some bullish trends in the current market include decline in the amount of cash down payments; increase in the size of mortgages being written; and some increase in the number of resales. In some areas now prices have advanced to a height that it is doubtful if the purchasers can pay for their properties from the ordinary normal returns from farming over a series of years."

Capon Projects Suggested for 4-H and FFA Members

4-H club members and members of Future Farmers of America in New Jersey have received an appeal to raise more poultry in 1945 in order to help avert the probable meat shortage facing our country. This appeal has been made by **Leslie M. Black**, extension specialist in poultry, and **W. Frank Knowles**, extension economist.

These specialists are suggesting that capon projects would be especially appropriate, since caponized birds usually make better use of feeds and are in big demand in the market.

Members of the FFA and 4-H clubs interested in poultry projects generally, or the capon project in particular, are urged to get in touch with the club leaders, vocational agriculture teachers, county agents or extension specialists for details on these projects.

Night fell and the two tramps began to look around for a place to lay their heads.

"What yer going to use as a pillow?" asked Willie.

"This bit of drain-pipe," said Tim.

"Drain-pipe?" echoed his companion. "Won't that be a bit hard?"

"Course not," said Tim. "I'm going to stuff it with some straw."

3-Day Hearing Completed

Inter-State Asks for Class I Formula, Other Changes

THE hearing on proposed changes for the marketing order for Philadelphia was held on February 23-24-26. The hearing was conducted jointly by the Dairy and Poultry Branch of War Food Administration and the Pennsylvania Milk Control Commission. **Judge Glen J. Gifford** of WFA presided, with the Commission represented by **John McKee**, chairman.

The major subjects considered at the hearing were a formula for determining Class I price, minor changes in the Class II price formula, different proposals for paying for excess milk supplies, a change in the butterfat differential, changes in the regulations on the transfer of milk between handlers, and a few additional points which were largely of an administrative nature.

Following the close of the hearing all interested parties were given until March 10 to file supplementary briefs, either supporting or opposing proposals presented at the hearing.

Inter-State's testimony was presented by **Earl E. Warner**, statistician and assistant secretary-treasurer, who, with **Counsel A. Evans Kephart**, also prepared the supplementary brief.

Market Wide Conditions

Further information on the production situation in the milk shed was given by **Wm. L. Barr**, Associate Professor of Agricultural Economics at Pennsylvania State College; **Allen G. Waller**, Head, Department of Agricultural Economics, Rutgers University; **Hugh A. Johnson**, economist at the University of Delaware; and **A. B. Hamilton**, Associate Professor of Agricultural Economics, University of Maryland.

In Inter-State's supplementary brief it was asked that consideration of the Class I formula be deferred at this time and be made the subject of further inquiry, perhaps at another hearing, but that all other matters be acted upon as soon as possible.

Inter-State's proposal on Class II milk would change the basis of the formula slightly, both as to the fat value and the solids value, and would result in a small increase in the Class II price.

Opposition was expressed to the proposed class for manufactured milk, but in its place Inter-State urged a provision which would permit handlers to return to producers a lower price for milk that they

could not use in their own operations and which was actually sold to manufacturers, this to be limited to the normal surplus season, the price to be determined according to the prices being paid producers at such plants as normally would use these excess supplies.

Suggests 5-Cent Differential

There seemed to be general agreement that the butterfat differential used in calculating producer payments should be increased from four cents to five cents per point. The Pennsylvania Guernsey Breeders Association proposed that the differential be based upon the actual butterfat value in cream, which, during recent months, has been about 6.8 cents per point.

There was considerable discussion at the hearing on the list of milk plants which would be subject to the order. Inter-State asked that all plants listed in the order when it originally went into effect be continued and that the York Springs and Biglerville plants be added. Opposition was expressed to removing plants from the list, especially while such plants are in operation and could send milk into the marketing area, or could readily be put into operation.

Opposition was also expressed to any change in the procedure for determining the status of plants from which emergency supplies of milk are being obtained. It was felt, however, that the present provision (now suspended) that

plants shipping into the market less than 20 days during October, November, December and January are not classified as producer milk plants might be modified so that the rule would apply during all months except April, May and June.

The proposal made by the Dairy and Poultry Branch to regulate the classification of milk moved from one plant to another was supported by Inter-State because it would help prevent undue amounts of outside milk being put in Class I over milk received from regular producers. It was also felt that, should post war conditions change the marketing picture to any great extent, such a provision would add to the stability of the market.

Clarify Grade A Payments

The Dairy and Poultry Branch also proposed an addition to the order which would assure that producers would be paid a Grade A premium for as much milk as any buyer sold as Grade A milk. The effect of this change would be specifically to write into the order a policy followed in the present administration of the order.

A rather extensive discussion occurred on the proposed Class I formula. Consideration of a formula was requested by Inter-State and was included in the call of the hearing. A tentative formula was developed by the Dairy and Poultry Branch which was based upon two main factors: (a) cost of production and (b) the purchasing power of the consuming public.

In addition to the testimony presented by the Dairy and Poultry Branch and by handler representatives, **Professor C. W. Pierce**, Agricultural Economics Department, Pennsylvania State College, presented an analysis of milk price formulae and their effects and the results of a questionnaire survey among economists at other institutions.

The Proposed Class I Formula

An additional feature of the formula proposed by the Dairy and Poultry Branch provided for increases in the Class I price during October, November and December and a corresponding decrease during April, May and June. The prices during the other months of the year would be mid-way between the spring and fall levels, assuming the

(Please turn to Page 14)



Bobby Larrimore of Sudlersville, Md., is mighty proud of his calves, which took first and second places at the 4-H fair at Centerville.

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3-Month Subsidy Check Available in April

Milk producers can get the subsidy payment on milk shipped during January, February and March through their county committees during the month of April. Please note that this payment covers a three-month period instead of two months as formerly.

Producers are cautioned to be sure and make application for this subsidy before the end of April or they may be unable to collect it.

We wish to call attention, again, to the fact that the subsidy rate for producers in Pennsylvania, Maryland and Delaware during

April, May and June will be \$.35 per hundred pounds of milk instead of \$.80 as during the first quarter of this year. The rate in New Jersey is \$.10 per hundredweight higher, that is, \$.90 during the first quarter and \$.45 April through June.

The tentatively announced rate for July, August and September is \$.45 per hundredweight in Pennsylvania, Delaware and Maryland and \$.55 in New Jersey. The rate for October through December is \$.70 in Pennsylvania, Delaware and Maryland and \$.80 in New Jersey.

The rates for July through December, it must be noted, are tentative and are dependent upon funds being voted for that purpose and are subject to review by the War Food Administration.

Farm Help Subject to Federal Income Tax

Any person who anticipates an income of \$500.00 or more during the year is required to file an estimated income tax return if his income tax is not withheld by his employer. This applies to farm labor as well as to others.

The fact that farm help is taxable and must file reports under this law makes it necessary, also, for their employers to file a report with the Bureau of Internal Revenue at the end of each year, listing wages of \$500.00 or more paid to any employee.

The estimated income tax return for 1945 is due not later than March 15 from each wage earner who anticipates that his year's earnings will be over \$500.00 and his income tax is not withheld. If an appreciable change in income should occur, a revised estimate may be filed by June 15, September 15, or January 15 of the next year. One-fourth of the year's estimated tax must be paid with the March 15 report and a like amount on the 15th of June, September and the next January.

A final return must be filed by the next March 15 or it may be filed and final settlement made when the January 15 payment is sent in.

When making the report at the end of the year the employer files form 1096, and also a copy of 1099 for each of his employees of which a copy is given the employee.

Since the matter of board and lodging furnished employees may enter into this picture, it is advised that each farmer with help hired on that basis get in touch with the Bureau of Internal Revenue or someone well versed in income tax matters, to determine whether he must report a reasonable valuation for such services as a part of the employee's wages.

MILK PRODUCERS REVIEW

Personal Glimpses

Among the directors of the Mifflin County Dairy Cattle Breeding Association are **John C. Fleming**, Belleville; **H. H. Bradford**, Lewis-town; **John S. Hanawalt**, McVey-town; **Geo. I. Kenepp**, Mattawana and **Luther J. Dunmire**, McVey-town. Hanawalt was elected vice-president.

At the dispersal sale of his Holstein herd, **John W. Eby**, Gordonville, received a top price of \$500.00 for two of his cows. The 34 head, including all ages, averaged \$295.00.

The Southeastern Pennsylvania Artificial Breeding Cooperative, at its recent annual meeting, named, among others, the following dairy-men to its Board of Directors: **Earl L. Groff**, Strasburg; **James T. Hastings**, Kirkwood; and **H. K. Martin**, Goodville.

Friends of **Albert Wilson**, secretary-treasurer of District 2, were grieved to learn of the sudden death of his wife on February 26. The Wilsons had just gotten their dairy well established on their farm near Robbinsville.

Woodstown FFA Boys Stage Farm Show

The Woodstown FFA Farm Show, held annually at the Woodstown, N. J., high school, again broke its attendance record, with more than 800 people at the recent event. This was the twelfth annual show held by the Woodstown chapter of FFA.

In addition to the new attendance record, a number of other records were broken. FFA members participated in a milk drinking contest, which was won by **Harold Roberts** of Woodstown, who drank one quart of milk in one minute and fourteen seconds from a special calf feeding bucket.

In the milking contest **Elmer Pool** of Swedesboro was the FFA winner, with 10.9 pounds drawn in two minutes. The champion girl milker was **Jerry Danner** of Woodstown, with 11.2 pounds in two minutes, while **Miss Alice Ware** of Woodstown was the best milker among the women faculty members, getting 4.5 pounds in two minutes.

Prizes were also awarded for skill and speed in apple packing, picking chickens, husking corn and sawing wood. A large poultry exhibit was a major feature of the show, with other exhibits including eggs, corn, potatoes, vegetables, grains and nuts.

The grand champion exhibitor at the show was **Vincent Zoppina** of Woodstown.

Famous Last Words: "Well, if he won't dim his, I won't dim mine."

March, 1945



Private **Elijah C. Perdue** is now on leave from his farm and family at **Snow Hill, Md.**, but as soon as his job overseas is completed he is coming back to **Patsy** and the folks.

Are You Moving? Send Change of Address

Have you moved recently or are you going to move? If so, please drop a card to Inter-State, giving us your old address and your new address.

If in moving, or for any other reason, you have changed shipper numbers with your buyer, or changed buyers, let us know promptly, giving us full information about the change.

Sending us this notice will assure prompt and authentic corrections in our records of your address which are essential in mailing the REVIEW, in sending meeting notices and in keeping complete and accurate the record of your milk shipments.

These notices are of great importance in the rendering of many other Inter-State services that you may wish to use from time to time.

Milk, Cream Quotas Raised Under FDO 79

Sales quotas for milk, cream and dairy products have been increased for Philadelphia and nearby milk markets, under War Food Order 79.

Effective March 1, milk dealers will be allowed to sell a daily average of milk of ten percent more than this base amount, which was determined as the daily average of June, 1943. The former quota was 100 percent.

The sales quota of fluid cream, based on butterfat content, was increased from 75 percent of the June, 1943, sales to 90 percent.

Sales of by-products, such as cottage cheese, have been removed from the quota, there being no limit on the amount of these products that a milk dealer may sell.

In announcing these quota increases, **Wm. P. Sadler**, Market Agent, stated that "Consistent both with the present increased wartime needs for manufactured dairy products and a prospective flush production greater than average" these

quotas are effective until further notice.

The quota increases for the Philadelphia, Camden, Wilmington, Lancaster and other nearby markets have received the approval of the chief of the dairy and poultry branch of the War Food Administration.

No indication has been given as to how long the increased quotas will be effective. It is hoped that they will remain in effect at least through the flush production season.

Daily Weight Slips Asked in New Bill

Many milk producers have been asking that they be supplied with a day by day record of their milk shipments, this to be supplied by the buyer. A bill has been introduced in the Pennsylvania Legislature by **Daniel H. Erb** of Blair county, Bill H-671, which will provide for the issuance of daily weight slips through the changing of one word in the present milk control law.

This bill would amend the law by striking out the word "may" and substituting the word "shall" in a sentence in Section 608 of the law, which would then read as follows:

"Provided, however, that a written statement of weights shall be given daily to the producer or his agent, in lieu of such periodic statement of the amount of milk delivered unless the Commission otherwise provides."

Delegates to Inter-State's annual meetings, several different times, considered this matter and approved resolutions asking for this change.

Teacher: "Willie, define the word puncture."

Willie—"A puncture is a little hole in a tire, found a great distance from a garage."

Safety of farmers and farm workers is vital to victory now. But safety is important all the time—in peace or war—to the well-being and happiness of farm people.

Let's Give Testers a Break

This admonition was given to members of dairy herd improvement associations in West Virginia in the monthly letter from **Gerald Heebink**, extension dairyman.

He asked for cooperation between the tester and the association members, in order to get the greatest possible good out of DHIA membership. In this letter he said that, "At best the life of a tester is not an easy one with a different bed, different food and a different environment to take day after day. Letting him shift for himself or treating him as an itinerant farm hand certainly makes the job less inviting."

"The good tester doesn't expect or desire special consideration or undue hospitality, but he will do better work and serve the association longer if he receives a reasonable amount of cooperation from the member, his family and hired men who handle the dairy herd."

"Here are some of the things a tester appreciates and has the right to expect: (1) A comfortable bed, (2) a quiet place where he can work on records in comfort and without disturbances, (3) lots of hot water for testing and washing equipment, (4) a warm place to test the milk, (5) prompt payment of the testing fee and (6) an opportunity to get from the member each month, without waste of time, information which he needs to keep good records for the member."

"A mutually friendly attitude between member and tester has a very wholesome effect on raising the quality of the tester's services, which in turn increases the value of his service to the member. The alert tester invites members to check his records and to discuss them with him."

Boys Get Farm Training

The Philadelphia school system is again carrying on a course of training for boys which will fit them for farm work. This program is in charge of **Bertram L. Lutton**, who desires to learn the needs for services of these boys as soon as those needs are determined.

It is understood that requests for help may be made direct to Mr. Lutton, whose address is Board of Education Building, Philadelphia, or through county committees in charge of placements of farm help.

"Say, Bill, if you had five bucks in your pocket, what would you think?"

Bill: "I'd think I had somebody else's pants on."

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Jan.-Feb. | Class II Jan. | Class II Feb. | Class III Jan. | Class III Feb. |
|-----------------------|-------------|-------------------|---------------|---------------|----------------|----------------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.319 | \$3.324 | \$2.538 | \$2.540 |
| Altoona | 9 | 3.70 | 3.239 | 3.247 | 2.493 | 2.497 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.239 | 3.247 | 2.493 | 2.497 |
| State Wide | 11 | 3.50 | 3.239 | 3.247 | 2.493 | 2.497 |
| Lancaster | 14 | 3.73 | 3.256 | 3.264 | 2.493 | 2.497 |

Classification Percentages

Pennsylvania (State Control) and Wilmington

| January | I | IA | II | III | "A" Bonus |
|------------------------------|-------|----|-------|-------|-----------|
| Cream Top Dairy | 100 | 0 | 0 | 0 | — |
| Eachus Dairy | 94 | 0 | 6 | 0 | — |
| Everett Milk & Ice Cream Co. | 50.63 | 0 | 29.51 | 19.96 | — |
| Hoffman's | 68 | 0 | 26 | 0 | — |
| Penn Cress Ice Cream Co. | 58 | 0 | 42 | 0 | — |

New Jersey

| February | Norm | Cream |
|----------------------|------|-------|
| Abbotts Dairies | 100 | 100 |
| Castanea Dairy | 100 | 100 |
| Scott-Powell Dairies | 100 | 100 |
| Supplee-Wills-Jones | 100 | 100 |

Prices Paid for 4% Milk

| Buyer | Location | Area | Jan. | Feb. |
|------------------------------|-------------------|-------|--------|--------|
| Abbotts Dairies | (N. J. Producers) | — | \$4.00 | \$3.96 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.85 | — |
| Blue Hen Farms | Wilmington, Del. | — | 3.83 | — |
| Centerville Producers Co-op. | Centerville, Md. | — | 3.79 | 3.76 |
| Clover Dairy Company | Wilmington, Del. | — | 3.86 | 3.92 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Delamore Dairy | Wilmington, Del. | — | 3.90 | 3.88 |
| Eachus Dairy | West Chester, Pa. | 1A | 3.82 | — |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10,22 | 3.23 | — |
| Fram's Dairies | Wilmington, Del. | — | 3.90 | 3.88 |
| Greenhill Dairy | Wilmington, Del. | — | 3.83 | 3.84 |
| Hoffman's | Altoona, Pa. | 9 | 3.60 | — |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.80 | — |
| New York Buyers | New York Market | — | 3.80 | — |
| Penn Cress Ice Cream Co. | Cresson, Pa. | 9 | 3.60 | 3.58 |
| Queen Dairy | Lancaster, Pa. | 14 | 3.80 | — |
| Rohrer Med-O-Farms Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Scott-Powell Dairies | (N. J. Producers) | — | 4.03 | 4.03 |
| Strickler, Dean D. & Son | Huntingdon, Pa. | 10,22 | 3.40 | — |
| Supplee-Wills-Jones | Nassau, Del. | — | 3.64 | 3.60 |
| Sylvan View Dairy | (N. J. Producers) | — | 4.03 | 4.03 |
| Tri-County Dairy | Lancaster, Pa. | 14 | 3.73 | — |
| Waple Dairy | Honey Brook, Pa. | 1A | 3.75 | — |
| West End Dairy | Tyrone, Pa. | 10,22 | 3.40 | — |
| Western Maryland Dairy | Wilmington, Del. | — | 3.91 | 3.91 |
| Williamsburg Dairy | Rising Sun, Md. | — | 3.79 | 3.79 |
| | Williamsburg, Pa. | 10,22 | — | — |

Feed Price Summary—February, 1945

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

| | Feb. 1945 | Jan. 1945 | Feb. 1944 | % Change, Feb., 1945 compared with Jan. 1945 | % Change, Feb., 1944 compared with Jan. 1945 |
|------------------------|-----------|-----------|-----------|--|--|
| Wheat Bran | 50.80 | 51.20 | 51.50 | -.78 | -1.36 |
| 16% Mixed Dairy Ration | 55.55 | 55.67 | 58.93 | -.22 | -5.74 |
| 24% | 62.65 | 62.33 | 64.10 | +.51 | -2.26 |

Make Mine Strawberry

While spending eleven days on a life raft, Lieutenant Commander Robert H. Price is reported by the Houston, Texas, Press as having dreamed of mounds of strawberry ice cream.

Following his rescue by a destroyer, he said, "When I thought of something to eat, five-gallon cans of strawberry ice cream always seemed to appear before my eyes."

Two lovers walking down the street — She trips, he murmurs, "Careful, sweet!" Now wed, they walk the self-same street, she trips, he growls, "Pick up your feet!"

Teacher: "Among our spelling words for today, children, we find the word 'hence.' Now, Billy, give me a sentence with 'hence.'"

Billy: "Hence are female chickens."

MILK PRODUCERS REVIEW

Class Prices

Wilmington

| F. o. b. market, cwt. of 4% milk | Class I | Class II |
|----------------------------------|---------|----------|
| January | \$3.93 | \$3.134 |
| February | 3.93 | — |
| March | 3.93 | — |

New Jersey

| F. o. b. market, cwt. of 3.5% milk | Class I | Class II |
|------------------------------------|---------|----------|
| January | \$3.83 | \$2.67 |
| February | 3.83 | 2.67 |
| March | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|----------|---------------|
| January | \$24.969 | 11.6891¢ |
| February | 24.984 | 11.3690¢ |

*Per 40-quart can of 40 percent cream.
†Per pound of roller process dry skimmilk, each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Prices Paid for 3.5% Milk By South Jersey Buyers

December, 1944

| Buyer | Grade "A" & Premium | Grade "B" |
|-------------------------|---------------------|-----------|
| Abbotts Dairies | \$4.2223 | \$3.83 |
| Arrowhead Shoemaker | 4.23 | 3.83 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.0887 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Denney Dairies | 3.99 | 3.83 |
| Holly Ravine Dairy | 3.858 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.218 | 3.83 |
| Millside Farms | 4.162 | 3.83 |
| N. J. Milk Products Co. | 3.966 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | — | 3.761 |
| Trenton Dairy | — | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.

"How come you didn't turn out?" demanded the sergeant. "Didn't you hear the bugle blow reveille?"

"Honest, sergeant, I'm afraid I'm going to be a flop as a soldier. I don't know one darn tune from another."

Prices 4% Milk, Jan. and Feb.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during January and February, 1945.

| Handler | Plant Location | Location Differential | Jan. Price | Feb. Price |
|----------------------------|-----------------------|-----------------------|------------|------------|
| Market Average | f.o.b. Philadelphia | — | \$3.939 | \$3.914 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.985 | \$3.961 |
| " " | Curryville, Pa. | 339 | 3.616 | 3.592 |
| " " | Easton, Md. | 283 | 3.672 | 3.648 |
| " " | Goshen, Pa. | 241 | 3.714 | 3.690 |
| " " | Oxford, Pa. | 227 | 3.728 | 3.704 |
| " " | Port Alleghe, Pa. | 416 | 3.539 | 3.515 |
| " " | Spring Creek, Pa. | 451 | 3.504 | 3.480 |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.980 | 3.930 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.999 | 3.985 |
| Bedminster D'ymn's Ass'n. | Bedminster, Pa. | 22 | 3.846 | 3.802 |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.843 | 3.841 |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.941 | 3.930 |
| Breuninger Dairies | Philadelphia, Pa. | — | 4.039 | 4.028 |
| " " | Richlandtown, Pa. | 227 | 3.812 | 3.771 |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 4.059 | 4.050 |
| Brown's Dairy | Glenside, Pa. | 07 | 3.818 | 3.817 |
| Bucks Co. Farms Dairies | Morrisville, Pa. | 22 | 3.736 | 3.703 |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 4.029 | 4.023 |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.859 | — |
| Cooklyn Milk Co. | Goldsboro, Md. | 262 | 3.630 | 3.568 |
| Crawford, M. S., Dairy | Drexel Hill, Pa. | — | 3.944 | 3.902 |
| Crystle, Wm. H., Dairy | Chester, Pa. | 07 | 3.801 | 3.789 |
| Darlington Bros. | Darlington, Pa. | 09 | 3.968 | 3.952 |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.889 | 3.860 |
| Dietrich's Dairy | Reading, Pa. | 234 | 3.633 | 3.583 |
| Engel Dairy | Philadelphia, Pa. | — | 4.042 | 4.048 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.977 | 3.904 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.897 | 3.899 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.643 | 3.620 |
| Gardenville D'ymn's Ass'n. | Gardenville, Pa. | 13 | 3.795 | 3.811 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 4.002 | 4.002 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.823 | 3.876 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 3.956 | 3.927 |
| Greentree Creamery Ass'n. | Obelisk, Pa. | 22 | 3.626 | 3.624 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.084 | 4.071 |
| Grubb's Dairies | Media, Pa. | 07 | 3.963 | 3.949 |
| Hamilton Dairies | Philadelphia, Pa. | — | 4.069 | 4.081 |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.867 | 3.818 |
| " " | Mainland, Pa. | 11 | 3.757 | 3.731 |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.958 | 3.934 |
| " " | Brantsville, Pa. | 276 | 3.652 | 3.628 |
| " " | Byers, Pa. | 22 | 3.708 | 3.684 |
| " " | Carlisle, Pa. | 276 | 3.652 | 3.628 |
| " " | Hurlock, Md. | 283 | 3.645 | 3.621 |
| " " | Massey, Md. | 241 | 3.687 | 3.663 |
| " " | Millville, Pa. | 332 | 3.596 | 3.572 |
| " " | Sudlersville, Md. | 248 | 3.680 | 3.656 |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.825 | 3.810 |
| " " | Boiling Springs, Pa. | 276 | 3.519 | 3.504 |
| Hill Crest Farms | Eddington, Pa. | 09 | 3.920 | 3.850 |
| Holiday Dairy | Norristown, Pa. | 11 | 3.854 | 3.841 |
| Homestead Guernsey Farm | Chester Heights, Pa. | 11 | 3.842 | 3.880 |
| Hutt's Dairies | Philadelphia, Pa. | — | 4.001 | 3.996 |
| Ivy Crest Guernsey Dairies | Hatboro, Pa. | 09 | 3.968 | 3.993 |
| Jersey Queen Dairy | Philadelphia, Pa. | — | 4.063 | 4.040 |
| Johnson, J. Ward, Dairy | Woodlyn, Pa. | 07 | 3.862 | 3.836 |
| Lehigh Valley Farmers | Allentown, Pa. | 234 | 3.563 | 3.566 |
| Marmer, John | Bryn Mawr, Pa. | — | 3.969 | 3.888 |
| Marshall, T. Forest | Linwood, Pa. | 09 | 3.897 | 3.892 |
| Martin Century Farms | Lansdale, Pa. | 11 | 3.955 | 3.923 |
| Meyers Dairies | Amble, Pa. | 09 | 3.871 | 3.856 |
| Miller-Flounders Dairy | Chester, Pa. | 07 | 3.943 | 3.956 |
| Missimer-Wood-Narcissa | Philadelphia, Pa. | — | 4.025 | 4.032 |
| Mont-Berk Dairy Co. | Boyetown, Pa. | 227 | 3.614 | 3.610 |
| Nelson Dairies | Norristown, Pa. | 09 | 3.875 | 3.855 |
| Oakes Dairy Farm | Chadds Ford, Pa. | 11 | 3.942 | 3.923 |
| Oakland Farms | Fairview Village, Pa. | 11 | 3.812 | 3.813 |
| Pennbrook Milk Co. | Philadelphia, Pa. | — | 3.930 | 3.903 |
| Penn-Reed Milk Co. | Belleville, Pa. | 318 | 3.535 | 3.455 |
| Quaker-Maid D'y Products | Philadelphia, Pa. | — | 4.008 | 3.969 |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.920 | 3.921 |
| Rosenberger's Dairies | Hatfield, Pa. | 13 | 3.734 | 3.662 |
| Schillinger's Dairies | Philadelphia, Pa. | — | 3.893 | 3.964 |
| Scott-Powell Dairies | Philadelphia, Pa. | — | \$3.941 | \$3.900 |
| " " | Ardmore, Pa. | — | 3.941 | 3.900 |
| " " | Biglerville, Pa. | 283 | 3.628 | 3.587 |
| " " | Clayton, Del. | 241 | 3.670 | 3.629 |
| " " | Fairdale, Pa. | 318 | 3.593 | 3.552 |
| " " | New Holland, Pa. | 234 | 3.677 | 3.636 |
| " " | Snow Hill, Md. | 304 | 3.607 | 3.566 |
| " " | York Springs, Pa. | 276 | 3.635 | 3.594 |
| Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.789 | 3.685 |
| " " | Center Port, Pa. | 248 | 3.511 | 3.407 |
| Suburban Dairies | Manoa, Pa. | — | 4.147 | 4.107 |
| Supplee-Wills-Jones | Philadelphia, Pa. | — | 3.938 | 3.899 |
| " " | Bedford, Pa. | 332 | 3.576 | 3.537 |
| " " | Chambersburg, Pa. | 297 | 3.650 | 3.650 |
| " " | Hagerstown, Md. | 304 | 3.650 | 3.650 |
| " " | Harrington, Del. | 262 | 3.646 | 3.607 |
| " " | Huntingdon, Pa. | 332 | 3.576 | 3.537 |
| " " | Leaman Place, Pa. | 234 | 3.674 | 3.635 |
| " " | Lewistown, Pa. | 311 | 3.597 | 3.558 |
| " " | Mercersburg, Pa. | 311 | 3.597 | 3.558 |
| " " | Mt. Pleasant, Del. | 227 | 3.681 | 3.642 |
| " " | Princess Anne, Md. | 297 | 3.611 | 3.572 |
| " " | Townsend, Del. | 234 | 3.674 | 3.635 |
| " " | Worton, Md. | 255 | 3.553 | 3.614 |
| Sylvan Seal Milk | Philadelphia, Pa. | — | 3.913 | 3.875 |
| Sypher's Dairies | Philadelphia, Pa. | — | 3.917 | 3.907 |
| Taylor's Dairy | Jenkintown, Pa. | — | 4.063 | 4.102 |
| Turner & Wescott | Glenroy, Pa. | 234 | 3.654 | 3.618 |
| Walnut Farms Dairy | Philadelphia, Pa. | — | 3.941 | 3.955 |
| Warners Dairy | Berwyn, Pa. | 09 | 3.859 | 3.823 |
| Wawa Dairy Farms | Wawa, Pa. | 09 | 3.844 | 3.792 |
| Willow Ridge Farm | Hatboro, Pa. | 09 | 3.914 | 3.880 |
| Wilmer Dairies | Conshohocken, Pa. | 07 | 3.917 | 3.828 |
| Wissahickon Dairy | Philadelphia, Pa. | — | 3.966 | 3.967 |
| Witchwood Dairy | Spring House, Pa. | 11 | 3.992 | 3.981 |

*—The location differentials set forth in this column are as provided in paragraphs 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known such price is then reported. Paragraph 961.8(e) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall.

x—Will pay butterfat differential of 5 cents per point.

MARKET SUMMARY

| | Feb. '44 | Jan. '45 | Feb. '45 |
|---------------------------|----------------|----------------|----------------|
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.290 | 3.254 | 3.232 |
| Weighted average price | 3.924 | 3.939 | 3.914 |
| Class I, pounds | 62,674,683 | 67,607,256 | 63,481,939 |
| Class II, pounds | 5,248,100 | 5,028,479 | 6,208,115 |
| Total pounds | 67,922,783 | 72,635,735 | 69,690,054 |
| Class I, percent | 92.27 | 93.08 | 91.09 |
| Class II, percent | 7.73 | 6.92 | 8.91 |
| Average butterfat test, % | 3.97344 | 4.0352 | 3.98103 |
| Number of producers | 9,502 | 9,433 | 9,400 |
| Pounds per day per farm | 246 | 248 | 265 |
| Value 4% basis | — | — | — |
| f.o.b. Philadelphia | \$2,655,482.69 | \$2,861,440.49 | \$2,727,512.06 |

Lower Fees, Yellow Color, Oleo's Aim in Legislative Drive

SEVEN bills on oleomargarine have been tossed in the Pennsylvania Legislature hopper so far during this session. Of these, two have been sponsored by agricultural groups. They are Senate Bill 87, by **Paul M. Crider** of Adams and Franklin Counties and House Bill 457 by **Furman Gyger** of Chester County. These bills both propose to extend the time for permitting state institutions to buy and use imitation butter or oleomargarine when butter is not available.

The Crider bill has passed the Senate and, it is stated, will probably be considered in the House in preference to the Gyger bill. It provides definitely that permission to use butter substitutes in feeding of inmates and employees of charity or penal institutions shall expire on May 31, 1947.

Three of the bills provide for the reduction of the license fee which is assessed against manufacturers, wholesalers and retailers. Bill H-489, introduced by **Wm. H. Milliken, Jr.**, of Delaware County, would reduce the retail license fee from \$100.00 to \$25.00. Of more importance, however, this bill would remove from the present law all reference to coloration of oleomargarine, which, it is believed by many, would open the way to substituting the colored imitation product for butter without the knowledge of the buyer.

Bill H-603, introduced by Mr. Gyger, provides for the reduction of present license fees by one-half, that is, making the manufacturers' license fee \$500.00; the wholesalers' \$250.00; the retailers' \$50.00, hotel or restaurant dining rooms \$25.00 and boarding house proprietors, \$5.00.

Bill H-694, introduced by **Charles H. Brunner, Jr.**, of Montgomery County, provides for the reduction of wholesalers' license fee from \$500.00 to \$100.00; the retailers' fee from \$100.00 to \$25.00 and would leave the manufacturers' license at \$1,000, the hotel or restaurant dining room license at \$50.00 and the boarding house license at \$10.00.

Two bills have been introduced by **Reuben A. Nagel**, Beaver County, and **Wm. J. Yester**, Allegheny County. Bill N-245 would eliminate the payment of license fees entirely by any and all manufacturers or handlers. It appears that the bill would still retain the provision for a license without fee.

Bill H-253, by the same authors, seems to be a compromise between

the present act and proposals in H-245, but the effect would be practically the same as H-245. This bill provides that manufacturers of oleomargarine, butterine or similar substances would still be required to be licensed and pay license fees, except if their products be **manufactured of pure vegetable oils.**

With practically all oleomargarine and related products now being made only of vegetable oils, enactment of this bill would, for practical purposes, nullify any and all control over oleomargarine and any attempt that its manufacturers or handlers might make to imitate butter or

Secondary Markets

Trenton

The Trenton Secondary Market Committee met on January 30, at which time an agreement was drawn up and signed by members of the committee and representatives of Castanea Dairy Company, relative to the sales plan for the ensuing year. This agreement was submitted to the Milk Control Board for consideration and has since been approved.

The probable course of oleomargarine legislation in New Jersey was discussed but no formal action was taken.

Of special interest at this meeting were the discussions on two talks given at the New Jersey Farmers Week, one by **Secretary of Agriculture Claude R. Wickard**, on "Full Employment—Key to Farm Prosperity," and the other by **B. H. Welty**, Inter-State's president, "The Effect of State and Federal Regulations on Dairy Cooperatives."

At the committee meeting on February 27, the hauling situation was discussed, with special reference to the possibility of the induction of some of the men now engaged in hauling milk, and plans were made to handle emergencies that might result from the drafting of haulers.

Production per farm appears to be increasing somewhat, but this is about balanced by the selling of herds.

Lancaster

Indications in the Lancaster area point to production in the spring months which will approach the limit of the capacity of local facilities.

MILK PRODUCERS REVIEW

substitute this product for butter.

This bill provides penalties for selling, or offering for sale, as or for butter any such products, or combining them with butter and then offering them for sale. This, it is feared, would be too much like taking down a fence next to a neighbor's pasture and then penalizing the cows in the two herds for mingling together.

Dairy cooperatives in Pennsylvania and the Pennsylvania Council of Farm Organizations are watching these bills carefully and are opposing any and every move which may break down the bars and permit oleomargarine or imitation butter to be masqueraded as butter to the detriment of consumers, legitimate manufacturers and handlers of both butter and oleomargarine, and the producers of butter.

A dealer committee has been at work on developing plans for utilizing all milk shipped by regular producers.

The annual dinner meeting of District 7 was held on February 27, with an excellent turnout. One of the features of the meeting was the presentation of 4-H awards to **Evelyn Ranck**, who was one of the state winners selected by state 4-H club leaders.

Evelyn received three awards; one for state-wide achievement, made possible by Inter-State, the Pittsburgh District Dairy Council and the Dairymen's League; another by the Pennsylvania Holstein Association and a third by the Lancaster County Guernsey Breeders' Association.

Further details of the meeting are given on page 11.

A county dairy industry transportation co-ordinating committee has been set up in the county, consisting of four producers, four dealers and four haulers. The committee is working with the state ODT office to effect all possible savings in the transportation of milk from farm to market, in order to conserve gasoline, tires and trucks.

The editor in charge of the personal inquiry column opened his seventieth letter with a groan.

"I have lost three husbands," a lady reader had written very confidentially, "and now have the offer of the fourth. Shall I accept him?"

The editor dipped his pen in the ink. This was the last straw.

"If you have lost three husbands," he wrote, "I should say you are much too careless to be trusted with the fourth."

March, 1945

"THREE PEBBLES"

PROBABLY the most important question for which the Dairy Council has had to find an answer is this: How can we deliver our message to the greatest number of people in the most effective way?

As far as youth is concerned, it has long since become evident that the direct approach is best, and the Council's school program has been built on that principle. Through the medium of puppet shows, health dramatizations and monologues, the field staff has made it a point to come face to face with as many of the school-age youngsters of this area as has been humanly possible.

The open-armed acceptance of Dairy Council presentations by educators has made this wide-spread coverage of young people a fairly simple task; but not so with that much larger group of adults who have left their school days behind—at varying distances. They are too numerous and too inaccessible to make education through personal contact practical; they can only be reached by the process of attempting to influence those few who in turn exert influence on many.

Just as a pebble, dropped on the surface of a lake, sends out ripples that reach to every shore, so does an idea, presented to a small group of the right people, find its way out into an ever-widening circle of minds. And so, the Dairy Council drops pebbles wherever and whenever the opportunity presents itself.

If the Council kept a diary, three of its more recent entries would be as follows:

Monday, February 19th

A group of Cadet Nurses met in the Dairy Council auditorium to study material and learn what aid was available to the nursing profession. They inspected printed pieces, viewed educational films, and were given an idea of the many projects offered as teaching aids.

Miss Lucy Queal, of the nutrition staff, is conducting a series of such meetings with various groups of nurses and home economists to acquaint them with our work.

Friday, February 23rd

Harry T. Kaufmann gave a demonstration of his work in high school assemblies before the student council of the Philadelphia Junto Club. The Junto is an organization devoted to adult education, and its student council is composed of representatives from each of the many classes conducted as part of its program.

The Friday night group was made up mainly of professional people,



Adeline Harriman, of the Dairy Council Dramatic staff, demonstrates the art of puppetry to a group of Cadet Nurses

such as doctors, educators, writers and the like, who found a common interest in the presentation of a unique selling method. After a brief synopsis of the nature and scope of Dairy Council work, Mr. Kaufmann gave the highlights of his talk, "The Less Said The Better," which is an amusing discourse on the art of public speaking. It manages to present a very effective nutritional message by telling the story of an oratorical contest at which the participants spoke on the seven basic foods.

Saturday, February 24th

Representatives of the Dairy Council occupied the entire session of a class on public health at the University of Pennsylvania. The class is conducted by Col. A. P. Hitchens, recently appointed Commissioner of Public Health for Wilmington, Del., and is composed of doctors and other professional people who are working for a Ph.D. degree in the field of public health.

The group is currently interested in learning methods of promoting public health through various phases of health education. Wesley Holmes, Assistant Secretary of the Dairy Council, spoke to the class on the general aspects of Council work, and showed two films illustrating different approaches to varying age levels. Miss Mary Forman of the nutrition staff described activities, projects and material.

The group showed great interest in the methods described, and the many questions directed to Mr. Holmes and Miss Forman at the close of the session revealed a desire for information, not only regarding Council operation, but about the dairy industry and its products.

Our diary, if we kept one, would have almost daily entries of the

sort you have just read—meetings with doctors, nurses, educators—all those particular people who, through their own work, have an effect on the living and thinking of people in general.

These are pebbles tossed on the surface of the public mind, in the belief that our story will spread with the ever-widening ripples of public understanding. The Dairy Council staff cannot talk personally with every potential milk-drinker in these parts, but it can take every available opportunity to tell its story to those who most strongly influence the health habits and eating practices of Mr. and Mrs. Everybody.

Delaware Dairy 4-H's Now Have Special Manual

4-H dairy club members in Delaware now have for their use a special manual prepared by the extension service. This booklet, Extension Bulletin 43, "A 4-H Dairy Manual," was written by **Dr. T. A. Baker**, professor of animal husbandry and dairy husbandman at the University of Delaware.

The manual was made possible in part through contributions for 4-H dairy club work in Delaware made by Inter-State Milk Producers' Cooperative.

Copies of this manual are available to 4-H club members in Delaware through county extension agents or the extension service at Newark.

"Did your garden do well last summer?"

"No, every time my husband started digging he found a lot of worms, so he would quit and go fishing."

ONLY BUTTER CAN BE BUTTER

Cooperative Law Changes Proposed In Legislature

FOUR bills of special interest to cooperatives have been introduced in the Pennsylvania General Assembly by Representatives **Franklin H. Lichtenwalter** of Lehigh County and **Hiram G. Andrews** of Cambria County.

The first of these bills, H-871, is designed to clarify tax responsibilities of cooperatives.

The second bill, H-872, is "To provide revenue for State purposes by imposing an excise tax on the net income of cooperative agricultural associations having capital stock in lieu of all other taxes except tax on real estate . . ." This tax would be four percent of the "net income" which is defined as "an amount equal to the sum of the dividends declared or declared and paid on the . . . stock during the year."

H-873 empowers cooperatives organized without capital stock under the cooperative law of 1919 to cancel the memberships of inactive members. Another provision of this bill requires the filing of reports with the Secretary of Agriculture and Dean of the School of Agriculture of Pennsylvania State College, with penalties for failure to file such reports.

It also provides a procedure whereby the Secretary of Agriculture and the Secretary of the Commonwealth may "take steps to dissolve a cooperative and annul its

charter if it appears to be inactive. If, however, the cooperative is found to be still in business, penalties against it may be levied for continued failure to file reports. The bill also clarifies certain phases of the tax status of cooperatives organized under the 1919 law.

Bill H-874 applies to cooperative associations with capital stock organized under the law of 1929 and specifically provides for the combining of two or more cooperative agricultural associations to operate as a cooperative agricultural association. Further refinements in the status of various types of stockholders are set forth in this bill.

It also provides for the dissolution of inactive cooperative associations organized under the 1929 law and provides penalties for failure to file reports with the Secretary of Agriculture and the Dean of the School of Agriculture.

Bills H-871, H-873 and H-874 were introduced upon recommendations of the Department of Revenue and the State Department of Agriculture, following conferences involving the problems confronting those departments.

The passage of these bills seems desirable in order to clarify certain features of the cooperative laws and also to help cooperatives maintain a sound position and to eliminate from the records cooperatives which have passed from the picture.

Plans Move Forward for Honoring 25-Year Members

PLANS to honor our 25-year members at district dinners during the present winter have been changed. This was a disappointment to many but the load of work in the Inter-State office made it impossible properly to check the membership records.

We did not know, when we announced in the January REVIEW that these awards were planned, that there are so many quarter-century members in Inter-State. It was discovered that some districts have 75 or more and that, to be sure no qualified member is over-looked, the records of many other members must be inspected carefully.

Before we can be sure a member qualifies his membership record must be checked as to the date originally joined and the continuity of his

membership both in the old Association and the present Cooperative.

It was felt that, rather than make these awards to only a part of our members or select some districts and pass up other districts in making them, it would be best to postpone

the giving of this recognition until all eligible members through the territory could receive it at about the same time. Only by postponing the giving of the awards will it be possible to complete our study of the records and be sure they are in proper order in this respect when the awards are made.

This will enable your officers to give these quarter-century members the recognition they deserve and, at the same time, present them with the certificates and lapel buttons which have been authorized as evidence of this record.

Since it is unlikely that the awards will be made before the winter of 1945-46, we are asking all members who joined Inter-State Milk Producers' Association previous to March 1, 1921, to fill out the coupon appearing below. If you qualify and have not already sent in a report please do so now.

Since this award also applies to families with a 25-year membership, even though there has been a change in the name of the member, we are especially urging that such quarter-century memberships be reported to us. **This is essential because in no other way can we be sure of tracing a family membership throughout the entire quarter century.**

Mosquito Mayhem

Some New Jersey mosquitoes will get the surprise of their lives next summer, when the mosquito extermination commissions of the state will make exhaustive tests of DDT, the new miracle insecticide.

The supplies of this material will not be large but tests will be made against both the malarial bearing and the pest type of mosquitoes, to determine the effectiveness of this material and the best method of using it.

It is reported the Germans are building scout cars that can go either forward or backward at 50 miles an hour. Just the thing for an army that doesn't know whether it's coming or going.

We have been active members and have sold our milk through Inter-State Milk Producers Association and Inter-State Milk Producers Cooperative continuously since March 1, 1921, or before.

In my own name ☐
 In my father's name, then my own name, or both ☐
 In my husband's name, then my own name, or both ☐
 In some other series of names within the family ☐
 (full explanation of which is attached)

Signature of member _____

Food, Fun and Facts Prevail at Inter-State District Dinner Meetings

THE district dinner meetings are continuing, with one or more such meeting every week, following a lull in mid-February when the Inter-State staff was hard at work in preparation for the Federal hearing and participating in that hearing.

Lack of space prevents a full report of each meeting. Attendance has been uniformly good, in spite of bad roads and shortages of help on many farms which have prevented some members from attending. Excellent programs with capable speakers were planned by the local leaders. In most cases this has been done by the district officers, with the help of the director and fieldman.

District 1

The District 1 dinner meeting, held at Trappe, Pa., on February 14, had an attendance of 110 members and guests. **R. L. Dickey**, district president was in charge of the meeting. The district secretary-treasurer, **John K. Heebner**, gave a report covering his activities and also reported for the district delegates on the annual meeting at Philadelphia.

The story of the American Dairy Association was outlined to the members by **Frank Bushek**, an impersonation of Abraham Lincoln was given by **Willard S. Campbell**, and **Dudley Winter**, Inter-State fieldman, gave his "Moments Magical."

The main talk of the meeting was by **General Manager O. H. Hoffman, Jr.**, with **Director H. D. Allebach** discussing local matters with the members.

District 7

The dinner meeting of District 7 was held at Bird In Hand on February 27, with **Walter L. Shank**, district president, in charge and **Earl Groff** serving as toastmaster. This meeting was attended by 197 members and guests.

Three speakers appeared on the program, they being **J. C. Nageotte**, dairy specialist at Pennsylvania State College, who talked on "Mastitis Prevention and Calf Raising;" **Frank Bushek**, who told of the work of the American Dairy Association, and **O. H. Hoffman, Jr.**, who talked on "Our Milk Marketing Outlook."

Walter Herr, president of the Lancaster Inter-State Milk Market Committee, reviewed briefly the work of that committee. **F. S. (Dutch) Bucher**, Lancaster county

agent, talked briefly, as did **H. K. Martin**, Inter-State director.

A significant feature of the meeting was the presenting of a 4-H dairy club award to **Evelyn Ranck**. She was one of the nine winners in the state. Her picture appears on page 1 and a brief article on page 2. She was introduced by **M. M. Smith**, assistant county agent.

The Smyrna Local

Eighty members and guests were present at the first dinner meeting of the Smyrna Local of District 12, held on March 1. **Howard Deakne** was chairman of the meeting and **George Worriolow**, director of the Delaware extension service, not only served as toastmaster but gave an excellent talk to the members.

Brief comments were made by **Clayton Reynolds** and **Floyd Ealy**, Inter-State fieldmen; **H. E. Jamison**, secretary-treasurer of Inter-State, and **Wilbur H. Jump**, director. The principal talk of the evening was given by **O. H. Hoffman, Jr.**

The Rising Sun Local

The annual meeting of the Rising Sun Local was held at Rising Sun High School on March 9, with 225 present. Headlining this program were **Dr. H. C. Byrd**, president of the University of Maryland, and **Mr. Hoffman**.

Toastmaster at this dinner was **Perry Gibson**, who called upon numerous local people to take a bow, some of whom also made brief comments. Included were **J. Lawson Crothers**, director; **Christie E. Cuddeback**, president of Western Maryland Dairy and **Clayton L. Keener**, Inter-State fieldman.

Dudley Winter, another Inter-State fieldman, was a guest of honor and, to the amusement of the guests, performed some card tricks, using headliners at the speakers' table as "victims."

Members of northern Chester County, District 8, are holding their annual dinner at Morgantown on March 15, with **Dr. K. L. Hood**, extension agricultural economist at Pennsylvania State College and **Mr. Hoffman** heading up the program. A new feature is being followed there—a question box, the questions being directed to **Dr. Hood** and **Mr. Hoffman**, **Furman Cyger**, director, and **E. P. Bechtel**, fieldman.

Special entertainment is being provided by the Avongrove Grange quartet, a prize winning rural musical group.

Meetings to Come

The members of District 17, Bucks County, are meeting for dinner at Buckingham on March 16, with **Frank Magill** district president in charge. The **Honorable Miles Horst**, Pennsylvania's Secretary of Agriculture, will appear on this program as the guest speaker, with **Frank Bushek** telling Bucks County dairymen of the work of ADA, and **O. H. Hoffman, Jr.**, about the recent Federal hearing.

The District 15 dinner meeting, central and lower Chester County, will be held at West Chester on March 21. The program includes remarks by **Director Howard W. Wickersham**; a discussion of Inter-State's past year's activities and future plans by **B. H. Welty**, Inter-State's president; a talk on managed milking by **R. H. Olmstead**, dairy extension specialist at Pennsylvania State College, and a talk by **Wheeler McMillen**, editor-in-chief of the Farm Journal and Farmers' Wife, on "Looking Forward in Agriculture."

Coed—"I'd like to see the captain of this ship."

Sailor—"He's forward, miss."

Coed—"That's all right. This is a pleasure trip."



Patty and Carrol Baney of Warriors Mark, Pa., are pictured against the snow shovelled off the road over which the milk truck had to travel this winter.

ADA Eastern Program Shows Definite Progress

NEWSPAPER readers in Philadelphia recently saw two large space advertisements. One is headed "Let Us Have More Butter" and the other, "We Also Need Food."

They are typical of the work the American Dairy Association is doing for farmers by telling the consuming public some pertinent, pointed facts about the present farm and dairy situation.

Within the next few months milk producers in the Philadelphia, Baltimore, Washington, Wilmington and other northeastern markets will be an active, living part of this program. Inter-State delegates last year voted to raise funds for this work and it will, logically, be done through the American Dairy Association.

The cost is small. As was explained in the December, 1944, REVIEW and again in the February, 1945, issue, it amounts to about \$.02 per hundredweight on all the milk of each producer for just one month of the year.

Based on June Production

The period for which the deductions are made for ADA purposes is June of each year. In regions devoted largely to the manufacture of dairy products the usual procedure is to deduct one cent per pound of butterfat during the first half of June. In fluid milk sections, with payments based upon the hundredweight of milk, the rate of two cents per hundredweight of all milk during the month of June brings almost identically the same return and greatly simplifies the determination of the amount of each payment.

An active campaign is now under way to extend the opportunity to participate to all producers in the milk sheds in this region. Reports indicate that an excellent response has been received.

A meeting will be held soon at Washington, D. C., for the further development of ADA plans in the mid-Atlantic area. Inter-State members will be kept fully informed of developments. In the meantime, plans are progressing rapidly for participation of milk producers in the New England states and the New York milk shed.

A part of the ADA work calls for research on dairy products in relation to their unique place in the nutrition of the American people. Seven research projects are now under way, the actual supervision of them being by the National Dairy Council, while the work is done by

scientists at some of the country's foremost universities. Eight additional research projects are being planned.

It is recognized that in the struggle for markets, even foods as near the ideal as milk and its products must utilize every resource to keep the public fully informed of their real and true value, and especially as to their superiority over competing products. This is one of the jobs of ADA.

Hay and Pasture Good Post-War Investments

Citing a number of benefits possible for dairymen from a good hay and pasture program, **Fred V. Grau**, specialist in farm crops at Pennsylvania State College, declares "investment in abundant, high-quality roughage (hay and pasture) is the dairyman's investment in post-war security."

Asserting that a good grass crop is the "most natural, and the lowest cost feed," he gives four features of grassland farming which make it the logical long-term system of farming: (1) Best and cheapest feed for livestock; (2) lowest labor requirements; (3) most effective erosion control; and (4) greatest soil building value.

Professor Grau includes in a "sound roughage" program:

1. Up to one acre of bluegrass-white clover pasture for each animal unit; limed occasionally and fertilized once in two to three years with 8 to 10 loads of superphosphated manure. Where the earliest possible grazing is needed, a quarter-acre per cow may be treated in early spring with 500 pounds of 7-7-7 per acre. A fall application of manure on one-fourth of the pasture would have somewhat similar effect.

2. One-quarter acre of triple-purpose pasture for each animal unit located on the most fertile crop land



This dairy herd owned by Leroy Reynolds, Newark, Del., is getting some fresh air and a little exercise in the early spring.

on the farm. If no bluegrass is available, provide at least one-half acre per cow. Triple-purpose pasture furnishes grazing in July and August when bluegrass may dry up.

3. Sufficient hay acreage to provide an abundance of hay for continuous 12-month feeding, especially when stock are on pasture. The better the pasture the greater the need for dry hay.

Further details about pasture management may be found in extension circulars available at the county agent's office.

Argentine Alfalfa Not Adapted to New Jersey

A warning that Argentine alfalfa seed is not adapted to New Jersey has just been issued by **C. S. Garrison**, assistant extension agronomist, Rutgers University.

Experiments show that when planted in the United States north of the 38th degree of latitude (Beltsville, Maryland) Argentine alfalfa may disastrously winter-kill if the winter is at all severe, and growers will lose heavily. It is reported that large importations of this seed are moving to this country.

Recognizing that the supply of adapted seed is far below needs this year, Garrison offers the following 8-point program designed to help farmers meet the situation:

1. Reduce seeding rates, using not more than 10 pounds of alfalfa seed per acre.

2. Prepare the seedbed better.

3. Lime and fertilize newly prepared seedbeds adequately.

4. Use alfalfa in mixtures with red clover, Ladino or grasses to stretch alfalfa supplies, rather than seeding alone.

5. Reduce seeding rate of the companion crop. Remove the companion crop at an early date by either pasturing or cutting for hay.

6. Plant the alfalfa seed early.

7. Inoculate seed before planting.

8. Plant alfalfa seed as shallow as possible. If a grain drill is to be used, be sure that the seed tubes for the alfalfa extend towards the back of the drill so as to drop the seed behind the disks.

Save Steps, Reduce Work, Be Our Own Efficiency Experts

LABOR costs, next to feed costs, contribute more to the cost of milk production than any other one item. This is true whether it is your own labor, the labor of members of your family or labor for which you must pay hard cash. Every effort should be made to keep labor costs in milk production at a minimum.

A careful study of dairy chore work is being conducted by the Minnesota agricultural experiment station and has revealed many ways of reducing time and effort in cow barn work, which is another way of reducing the cost of milk production.

The study has not been completed as yet but preliminary results, as reported in the Maryland news letter to dairy herd improvement association members reveals seven important factors that account for differences in chore time.

1. **Are all unnecessary tasks and steps eliminated?** Unnecessary tasks may be found by asking, "What is the purpose of this job? What would happen if it were eliminated?" One of the farmers studied in this project had an old cement cream separator base six inches high lying in the feed alley by the silo room door. Chore workers stepped on and off this block at least 85 times a day, a total climb of about 42 feet or the height of a windmill. A few minutes of work removed this block and this extra effort was eliminated.

2. **Is the best method or technique used?** The new fast milking methods reduce the time needed for milking. Results of these studies show that the men who follow fast milking methods, work three minutes or less per cow, a marked saving as compared with those not following these methods.

3. **Are machines, carts, and other mechanized methods used when possible?** These mechanical devices must be applied to the particular farm. Perhaps a milking machine should be installed. Home-made feed carts can be made to fit the individual farm. One farmer carried the cow feed from the granary in 6-peck baskets, carrying four baskets a day, which needed 11 minutes. A 6-bushel feed cart mounted on bicycle wheels was substituted. Now a 12-year-old son does the feeding in less than six minutes per day.

4. **Can two or more jobs be combined?** One farmer fed the grain and protein concentrates separately. Since each cow received

both feeds, the farmer now mixes the protein feed with the grain when grinding and feeds both at one trip.

5. **Is the work done in the most effective order?** This is extremely important. On one farm the hired man fed the cows while the owner milked. This made the cows restless and caused the milker difficulty. The procedure was changed so that feeding took place after milking.

6. **Are the buildings arranged for maximum convenience?** In many cases a complete remodeling of the barn may be justifiable, but practically all farms can make minor readjustments, costing very little but saving considerable time.

7. **Is "planning ahead" constantly done?** The efficient farmer knows what he will do next. He completes all possible jobs at the barn before going to another building to avoid useless travel between buildings.

Every dairyman should study these seven principles and apply them to the jobs on his farm. Most of the separate savings will seem small by themselves, but they all add up into minutes, hours and days—and perhaps into miles and probably into money. These small savings in time may write the story of labor efficiency.

Next Year's Subsidy Cost Estimated at \$568,000,000

If milk producers are to be compelled to depend upon subsidies from the government for returns on the value of milk above that permitted to be paid in the market place, a total of \$568,000,000 will be needed during the next fiscal year, according to **Charles W. Holman**, secretary of the National Cooperative Milk Producers' Federation. This figure exceeds by \$118,000,000 the estimate made by War Food Administration and is \$68,000,000 higher than the limitation placed on Commodity Credit Corporation by the Senate bill.

"Our computation of the needed subsidy," Holman said, "is made on the assumption that subsidization has become the established principle and policy of both the administration and Congress, and despite the fact that our organization continues unalterably opposed to government subsidies in lieu of fair market place prices."

"The \$568,000,000 in subsidies which we therefore deem absolutely essential to obtain adequate pro-

duction includes whole milk payments at the average rates in effect during the last 9 months of 1944. It also includes additional payments to producers of separated cream in order to encourage butter production and to rectify present inequalities in the production payment program."

"Lost Member" Dept.

Do you know any of the Inter-State members or ex-members listed below? Efforts to reach them by mail have been unsuccessful, in most cases the mail having come back as undeliverable. Many of these members have a check awaiting them.

Help us out if you can. The list of these lost members, with last known addresses, follows:

C. D. Bailiff, Elkton, Md., R. 4
Mrs. Annie Coe Ball, Orlando, Florida
Christian M. Becker, Lancaster, Pa., R. 6
Lloyd Bingham, Carmichael, Pa.
Virgie Birch, New Church, Va.
Harry Buzok, Skillman, N. J.
H. W. Cochran, Havre de Grace, Md.
J. H. Collins, North East, Md.
A. E. Criswell, West Chester, Pa.
John W. Dick, Williamsburg, Pa.
Harry J. Dilworth, Avondale, Pa., R.D.
John M. Dochterman, Lancaster, Pa., R. 5
Isaac T. Hollinger, 257 S. Anne St., Lancaster, Pa.
J. Nelson Jones, Glenmoore, Pa.
G. L. Kennedy, Kennedyville, Md.
H. H. McMullen, Pottstown, Pa., R. 4
Wm. J. Quigley, Jr., 6600 Dicks St., Philadelphia, Pa.
Geo. W. Reed, Jr., Middletown, Del.
O. L. Roberts, Kirkwood, Pa.
Raymond E. Smith, Tyrone, Pa., R. 1
Susie J. Spidle, Hagerstown, Md., R. 7
G. Lester Spry, Centerville, Md.
Floyd Stamets, Salem, N. J., R. 2
R. E. Stauffer, Drumore, Pa.
A. P. Townsend, Kennett Square, Pa.
John Whitehead, Bustleton Ave., Byberry, Philadelphia, Pa.
W. Howard Wright & Son, Downingtown, Pa., R. 2.

In addition, several producers whose applications for membership were not accepted could not be reached by mail when we attempted to return their membership fees. The names and last known addresses follow:

Ed. S. Felmev, Bridgeton, N. J.
Joseph Fodor, Cream Ridge, N. J.
C. G. Gipe, 244 E. Liberty St., Chambersburg, Pa.
H. Clay Gordner, Unityville, Pa. (or Rising Sun, Md.)
C. L. Grove, Martinsburg, W. Va.
H. L. Hockenberry, Spring Run, Pa.
John W. Jones, Odessa, Del.
Ciro LaBarca, Hopewell, N. J., R. 1
Richard E. Lippincott, Vincentown, N. J.
Fred Mantel, Browns Mills, N. J.
Mrs. Elizabeth Miller, Robbinsville, N. J.
Grover Shew, Waynesboro, Pa.
Harley Smith, Pemberton, N. J.
John H. States, Marlborough, N. J.

Two men, who hadn't seen each other for fifteen years, met and began reminiscing.

"Is your wife as pretty as she used to be?" asked one.

"Oh, yes," replied the other, "but it takes her quite a bit longer."

3-Day Hearing Completed

(Continued from page 3)

basic factors affecting the formula remained in the same range.

Cost of production as proposed would be based upon the cost of commercial dairy rations, the index of farm labor rates and the index of agricultural prices. Each of these factors would be "weighted" according to its relative importance. The purchasing power of the consumer would be determined according to the index of payrolls as reported by the Philadelphia Federal Reserve Bank. Inter-State supported this proposal in most respects but urged at the same time that further study be made of it.

Both at the hearing and in the supplementary brief Inter-State pointed out that the Class I prices under this formula, over a period of years, would have been fairly close to the prices which were actually paid, much closer, in fact, than if based upon the prices of manufactured dairy products as used in other Federally controlled markets which use a Class I formula.

Should Fit Our Situation

Emphasis was placed upon the fact that the major use of milk produced in the Philadelphia milk shed is for fluid purposes. In most markets where formulae are used and which are based upon the price of manufactured dairy products those products over-shadow fluid milk in both volume and value—a marked contrast to the situation in this area.

Although the probable price changes based upon the proposed formula would lag somewhat behind the changes in the factors which determine the price, it seemed quite clear that the changes even then would occur more promptly than under the present system whereby hearings must be called, held, and tentative orders submitted, on which additional briefs are filed, then final orders finally submitted for approval.

There was criticism of this proposed formula on the basis of using too few dairy feed factors. A study of records shows, however, that the price of commercial dairy feeds is a rather accurate index of prices of all dairy feeds over a long period of time.

Likewise, there was criticism of applying the cost of hired labor to all labor used in producing milk. Inter-State answered this by pointing out that "the real value of hired labor cannot be considered to be greater than that of family labor." It was added that much of the family labor is performed by the owner himself and that, normally, the owner, who is also manager, de-

serves a higher return than the average wage of hired labor. It was pointed out further that the Pennsylvania Milk Control Commission uses family labor of milk handlers at the prevailing rate as a cost factor in determining handlers' operating costs.

Needs Further Study

The further consideration of the Class I formula was urged at an early date, in order that a determination can be made and a plan put in readiness for operation just as soon as conditions permit and present war time controls may be withdrawn. It was pointed out that the trend of prices following the war can not be predicted and a formula would be a protection to all branches of the industry from the present set prices which may be either too high or too low.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during February, 1945.

| | |
|-------------------------------|------|
| Farm Calls..... | 862 |
| Non-Farm Calls..... | 247 |
| Butterfat Tests..... | 3535 |
| Plants Investigated..... | 50 |
| Herd Samples Tested..... | 130 |
| Brom Thymol Tests..... | 225 |
| Membership Solicitations..... | 168 |
| New Members Signed..... | 22 |
| Meetings..... | 36 |
| Attendance..... | 4036 |
| Miscellaneous Tests..... | 79 |

Extra Care Reduces Mortality in Calves

To give calves a good start they should be protected at birth from disease hazards, says R. R. Welch, dairy specialist at Pennsylvania State College, who reminds that observance of some sound practices will greatly reduce calf mortality.

Many dairy calves die at birth or when very young. Others develop poorly and fail to measure up to their inherent capacity when they come into production. Welch says the calf should be protected from disease germs at birth, and adds that a calf born in a clean, disinfected box stall with clean straw for bedding, will find very few disease germs present to enter its system.

If the cow does not lick her calf, it should be rubbed vigorously with burlap or a cloth until it is dry. This helps to start respiration and stimulates circulation.

Before the calf nurses the first time, the cow's udder and teats should be washed with a mild disinfectant. As soon after birth as possible the navel cord should be

severed about two to three inches from the body, and the stump of the cord dipped in tincture of iodine.

Dairy extension specialists of the Pennsylvania State College recommend keeping the young calf in a slat-bottomed, well-bedded, individual stall that is raised several inches above the stable floor. The calf stalls also should be in a well-lighted, properly ventilated barn.

The colostrum, or first milk, is rich in vitamin A and essential to the new-born calf. The calf may be weaned at once or left with the mother from two to four days. As soon as the calf learns to drink, care must be taken not to overfeed.

Explains New Methods For Selecting Heifers

A new scientific basis for selecting dairy heifers is explained by R. R. Welch, dairy extension specialist at Pennsylvania State College. He believes that many milk producers may want to cull their calf herds in view of expected lower dairy cow prices when the present heifer calf crop reaches production age. He, therefore, raises the question whether it would not be good farm economy to begin raising fewer heifer calves.

The dairy specialist estimates the cost of raising a dairy heifer to milking age at about \$100, and points out that if fewer heifers are to be raised selection becomes of increasing importance. He cites one method for selecting the potential high producing heifers at an early age, as announced by the U S Bureau of Dairy Industry.

This method is the outgrowth of investigation to determine the significance of advanced or retarded mammary gland development, at any age in heifer calves, as an indication of their milk-producing capacity at maturity. Calves with advanced mammary gland development later produced 2,500 to 4,000 pounds more milk per year than those retarded in mammary development at the same age.

The grades assigned at four months of age were found to be more indicative of potential producing ability than those assigned at any other age. This, it is pointed out, will enable farmers to cull prospective poor producers at an early age.

The absent-minded professor was having a physical examination. "Stick out your tongue and say 'ah,'" commanded the doctor.

"Ah," obeyed the professor. "It looks all right," nodded the M.D., "but why the postage stamp?"

"Oh-ho," said the professor. "So that's where I left it!"

8-Point Program Will Help Meet 1945 Milk Production Goal

A NEW nation-wide program to meet the wartime need for more milk is under way in each of the 48 states. Sponsored by the U. S. Department of Agriculture, the War Food Administration and State Extension Services in cooperation with the Dairy Industry Committee, the 1945 8-Point program will help dairy farmers secure more production with available labor.

A 1945 goal of 120,582,000,000 pounds of milk has been set by WFA and USDA. Milk production so far this year is on a level that makes the goal reasonable but also demands all possible steps to keep up production during the remainder of the year.

The eight points featured in the program are:

1. Grow an abundance of high-quality roughage.
2. Balance your herd with your feed supply.
3. Keep production records on each cow in your herd.
4. Practice disease - control methods.
5. Produce milk and cream of the highest quality.
6. Adopt labor-saving methods.
7. Take care of your land.
8. Develop a sound breeding program.

WFA says: "Possible changes in demand due to the war suggest a dairy program based on efficiency of production. This is in line with state suggestions which form the basis for the eight points. Such a program will be sound regardless of any changes in outlets for dairy products."

According to the Dairy Industry Committee, "The program is designed to assist producers in a year when possible changes in demand due to the war may occur. The principles advocated are pointed toward the best returns from milk production at any given price relationship for feed and milk."

Increased efficiency in milk production will also be of great help to dairy farmers in the post-war period, when Government purchases of dairy products will decrease. While demand for milk products will continue strong during the changeover, the United States must ultimately absorb milk now going into lend-lease and military products.

Total U S milk production in 1944 was 12 percent larger than the average production for the years 1933-1942. If average milk production per cow, which is around 4,603 pounds per year, could be increased by more efficient methods,

it would increase dairy farmers' net returns from milk and put them on a stronger foundation for post-war.

All branches of the dairy industry are ready to build up consumer demand in the post-war period but this may not take care of all the milk. Dairy farmers who adopt and keep in effect the most efficient methods of production are the ones who will best be able to meet post-war changes.

Meeting Calendar

March 21—District 15 dinner meeting—New Century Club, West Chester, Pa., 12:00 noon.

March 27—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

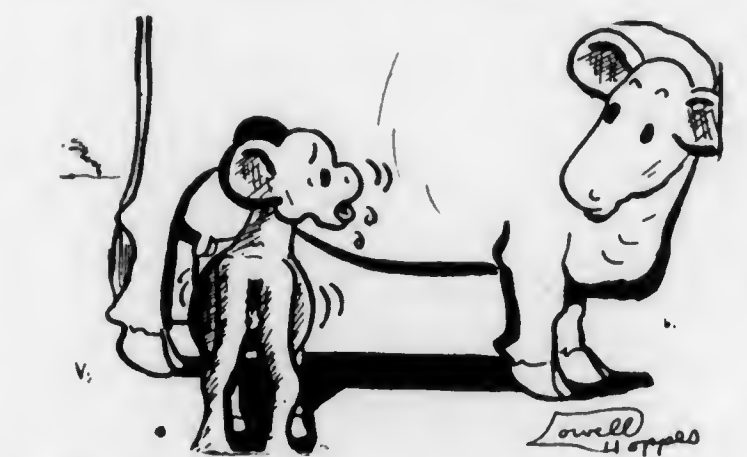
March 29—District 21 dinner meeting—time and place to be announced.

April 10—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.

April 12—Wilmington Inter-State Milk Market Committee—County Agent's office, Newark, Del.

April 16—Lancaster Inter-State Milk Market Committee—Farm Bureau Office, Lancaster, Pa.

April 17—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.



"Mom, this farm labor shortage is bad—I've been doin' all I can to help with the milkin' but I'm afraid I'm gonna bust!"

HORACE F. TEMPLE

INCORPORATED

Printers & Lithographers

235 E. Gay Street

WEST CHESTER, PENNSYLVANIA

MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department. Your advertisement should reach us by the 10th of the month.

PUBLIC SALE: April 5, 11 A.M. T.B. and Bang's accredited dairy cattle, 15 Holstein and Guernsey milk cows, 6 heifers, 1 purebred Holstein bull; 6 work horses and mules; full line horse-drawn implements. M. Earle Davis, on hard road from Warwick to Sassafras, Md., 6 1/2 miles west of Middletown, Del.

"Black Magic!" I cried with a shudder, While visiting old farmer Scudder, For I saw him pretend To stuff hay in one end Of a teast and draw milk from the udder.

Billy Sunday, the evangelist, once said: "Try praising your wife, even if it does frighten her at first."

CASH PRIZES

For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

Fertilize Early to Give Pastures Quick Boost

The results of fertilization for early pasture in Burlington County, New Jersey, are reported by H. R. Cox, extension agronomist, as very successful. Results observed on pastures fertilized with ammonium nitrate, before April 1, showed 18 farmers pasturing two weeks earlier, eight of them pasturing one week earlier and two who pastured three weeks earlier than usual following the use of this fertilizer. Only three reported no difference.

Substantial increases in yields resulted when this fertilizer was applied to timothy sods.

The agronomist suggests that fertilization of pastures will likely pay farmers whose feed supplies are short or who, for any reason, feel that it would be to their advantage to obtain unusually early pasture.

Ideas Put to Work In Planning Milk House

Believing that other Inter-State members might be interested in the unusual arrangements incorporated into the milk house recently built by Ira Hartz, Elverson, Pa., E. P. Bechtel, Inter-State fieldman, has sent in the following interesting report about the Hartz milk house:

The milk house is of two rooms. One excellent idea is a "bucket-a-day" water heater, to which is attached a two-inch pipe which is carried around two sides of the milk house and returned to the heater. By this simple method he has the milk house above freezing at all times, which makes it comfortable to wash the utensils and also makes it possible to keep lye solution in teat cups without freezing.

Another excellent idea is the attachment of the bucket-a-day stove to a large electric water heater—so that no matter what the outside temperature he always has a practically unlimited supply of hot water with a minimum use of electricity.

He also has provision for a handy writing desk and small cupboard, with space for breeding records, etc., built in. Can and utensils racks, etc., built of pipe complete the equipment. All work of fitting, installing and building the equipment was done by his regular farm labor.

Mr. Hartz is proud of his milk house and with reason.

"What's the matter with Scotty? He seems upset."

"Oh, he just got a shine and then remembered he had his room-mate's shoes on!"



Barn-Raising

THIS is a picture of a man building a barn. As in everything man builds, the first step is *thought*. Since this man is thoughtful, he knows he is building more than a barn.

He is helping to build a bridge of boats to Bataan. A fleet of B-29's to bomb Tokyo. A battery of guns to batter Berlin. Transports, tanks, food, all the vital weapons of victory, *now* while they're needed.

He is also helping to build a solid foundation for his and America's future. We're all one economic family today. Money saved in War Bonds by each American helps protect every American's future—by preventing inflation and insuring postwar prosperity.

Money saved in War Bonds *buys twice* . . . victory now, prosperity later. Every dollar you put in War Bonds hastens the end of the war. Every *extra day* of war makes at least 500 new gold-star mothers.

And money in the bank or under the mattress will not prevent that. Think it over and decide whether you "can afford" more Bonds. Decide whether you can let the war go on an extra minute, when your purchase of War Bonds might cut it short just that much.

Then think of the future America can enjoy as these vast reserves of War Bonds mature through the postwar years. Think of the building and improvements, the advantages for your children, the pleasure of travel or annuity for old age.

Lending is just as essential as fighting—but a lot easier. Buy *more* and *bigger* Bonds, *now!*

Inter-State Milk Producers' Review

This is an official U. S. Treasury advertisement—prepared under auspices of Treasury Department and War Advertising Council

Our job on the farm front is to produce—and keep on producing—food and more food just as long as a Nazi or a Jap still shows any desire to rule this world by force.

Milk Producers

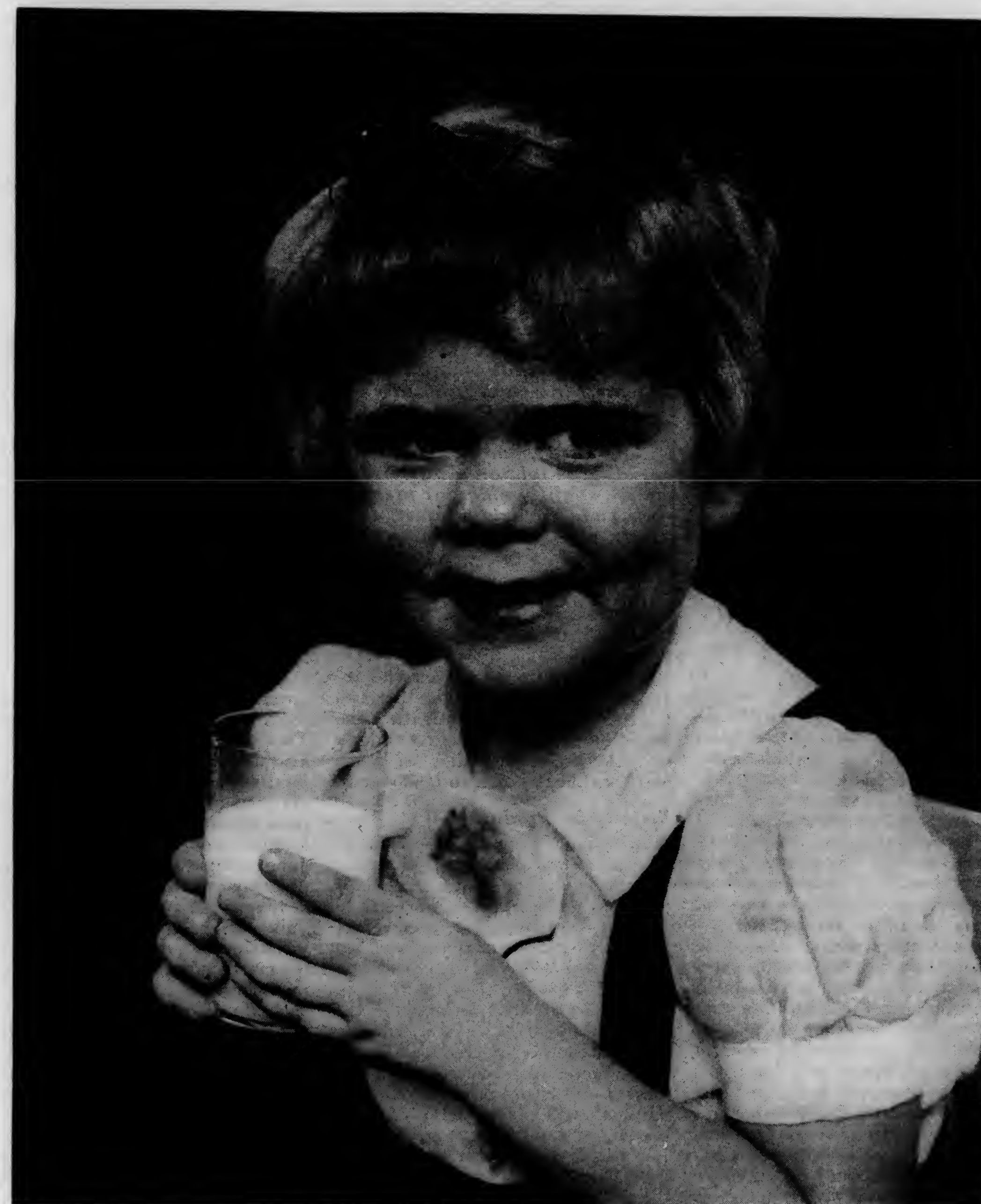
INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY INTER

XXV

Philadelphia 8, April, 19

No. 12



Um-m-m Good!

Public Will Get Dairy Facts

Eastern Dairymen Joining In A D A Work

PRODUCERS of the Philadelphia milk shed and other sections of the Northeast will become an active part of the American Dairy Association (ADA) this year, according to plans now developing. A preliminary meeting of producer representatives was held at Washington on April 6, for the development of a regional group within ADA. Other similar groups are being formed in the New York milk shed and in New England.

ADA started with a nucleus of the dairymen from six midwestern states in 1939, and grew to include dairy producers from 19 states in 1944. These extend from Indiana and Michigan on the East to the Pacific Coast. With the development of the Mid-Atlantic unit and similar regional units in New England and in the New York milk shed, plus other new units now being set up, it is expected that there will be at least 30, possibly 35, states working together by mid-year.

The Washington meeting included representatives from Inter-State Milk Producers' Cooperative, the Maryland and Virginia Milk Producers' Association, Maryland Cooperative Milk Producers, and producer groups in the Richmond, Va., and Frederick County, Md., areas.

Five More States Added

Representing ADA at the Washington meeting were **Owen D. Richards**, ADA's general manager; **Oscar Swank**, from the headquarters office in Chicago; **Frank Bush**, eastern representative; and **Arnold Aslakson** of Campbell-Mithun, Inc., the advertising agency which counsels on this dairy advertising program and takes care of technical details on such matters.

The tentative plans provide for representation in this regional set-up for the organized producers in Pennsylvania and New Jersey (except those sections that are part of the New York milk shed) and in Delaware, Maryland and Virginia.

The opportunity is being developed to provide for membership and participation in ADA by producers who are not affiliated with established dairy marketing organizations. This is one phase of ADA which was extensively discussed at the preliminary organization meeting. The problem has been met successfully by units in those states where ADA has been active from the start and their experience will likely be drawn

upon in this area.

An organization committee of five was selected at the Washington meeting, consisting of **B. B. Derrick**, Maryland and Virginia Milk Producers' Association; **O. H. Hoffman, Jr.**, Inter-State Milk Producers' Cooperative; **R. W. Shermantine**, Maryland Cooperative Milk Producers; **H. T. Gregg**, Richmond, representing Virginia co-

ADA is entirely farmer supported. Producers pay the entire bill and it is surprisingly small on an individual basis. On a fluid market, such as Philadelphia where settlement is made monthly, the ADA cost is two cents on each hundred pounds of milk sold during June—and June only—each year.

Where payment is made more often, or where the product is sold on a butterfat basis, slightly different methods, which yield almost exactly the same revenue, are employed.

operatives, and **Paul G. Johnson**, Frederick, representing the smaller Maryland cooperatives.

This committee is given the responsibility of developing by-laws for the group and investigating the advisability of incorporating under a suitable cooperative law of some state within the area to be covered.

Strictly for Producers

In discussing membership in ADA it was brought out that this agency is open only to producers. This position has been taken in order to keep it wholly a producer setup. Industry representatives are, in many cases however, included in an advisory capacity.

The job of ADA is to make the public want milk, butter, cheese, evaporated milk, ice cream and other dairy products. By creating these desires and expanding the demand, surpluses will be reduced, used up or prevented and markets will be kept in a relatively stronger position.

ADA obtains its funds from producers who dispose of their milk for many different uses. Promotional policy calls for the use of funds in promoting the various dairy products in as nearly as practicable the same proportion as the source of the funds received by ADA.

During its six years of work ADA has operated on the principle that the welfare of all sectors of the dairy industry is tied together; that if any sector is allowed to get into a weak market condition it will have a bad effect on all other branches of the industry.

Keeping the public informed on dairy industry problems, and especially the problems of the dairy farmer, is another major function of ADA. In this work this dairy-men's organization operates on the principle that when the public knows the truth it will be fair and reasonable in its consideration of farm problems.

Makes People Want Milk

Recognizing that much of the truth has not yet been told, ADA has developed means of getting the full story to the public. This is done by means of radio with its program "The Voice of the Dairy Farmer," through magazine and newspaper advertising, billboards, merchandising helps at the point of sale of dairy products and timely news releases to newspapers of the country. The program is kept flexible in order to permit effective and prompt changes whenever sudden developments may show the need for a change in efforts.

ADA is supported entirely by farmers, through a deduction from the milk or cream check once a year. This deduction is made in June—and June only—of each year. In fluid milk markets where producers are paid monthly, such as Philadelphia, it is at the rate of two cents per hundred pounds of milk shipped in June. If payments are made semi-monthly or oftener, it is at the rate of four cents per hundredweight of milk sold the first half of the month.

Producers supplying manufacturing markets usually make their ADA payments on a butterfat basis, at the rate of one cent per pound for all butterfat sold the first half of June if settlement is made semi-monthly or oftener, or, if monthly, one-half-cent per pound for the full month's butterfat sales.

ADA funds are divided, 20 per cent for local use and 80 percent to the national organization, these national funds being used by ADA where they will reach the customers—the ultimate buyers of our dairy products—most effectively. This is the policy that has proved so successful in practically all merchandising and advertising efforts.

We Join the ADA

ON April 6th a delegated committee of Inter-State's directors, together with the presidents and market managers of each of our secondary markets, met in Washington with representatives of the Baltimore, Washington, Richmond, Va., and Frederick, Md., milk producers' organizations and national officials of the American Dairy Association. The details of that meeting are covered in a story in this issue of the Review. Please read it carefully.

Several things I want to emphasize. **FIRST**, the ADA program is one of strictly commercial advertising of milk and dairy products. In this respect it completes and complements, but in no wise displaces, the fine educational work done by Dairy Council. **SECOND**, the money will be spent pro-rata as it is received. In other words the national program of ADA, both in the papers and on the radio, will emphasize fluid milk in proportion to the amount of funds received from fluid milk producers. **THIRD**, the cost will be two cents per hundredweight on June milk. Your June Inter-State deduction will be six cents instead of four. This is for June only. The two cents for that one month will then be allocated by Inter-State to ADA. **FOURTH**, this first year the program in this newly

organized area will receive pretty near all of its support from members of cooperatives, both in the Philadelphia market and in the other major markets of this area. We hope, later, however, to secure the largest possible support of the independent producers. **FINALLY**, I know of no post-war plan which producers can make which will mean more for them than this.

When your delegates unanimously authorized this deduction, they made, I believe, one of the wisest decisions ever reached by your representatives. Nothing will do more to hold the markets we now have or protect us in the post-war period more than this nationwide campaign by producers themselves to tell consumers the story of the farmer and his milk.

And, by this June dairy farmers in more than two-thirds of the states in this country will be joined with us in the work of the American Dairy Association.

O. H. Hoffman, Jr.

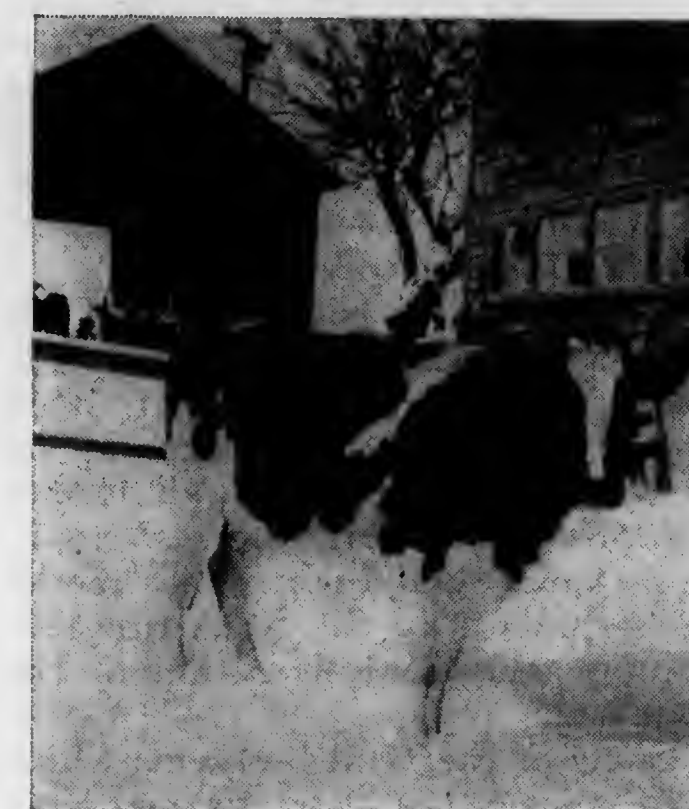
Court Hears Wawa Appeal Fairness of Differential Is Issue

FINAL settlement of the appeal of Wawa Dairies in their case against the Secretary of Agriculture is one step nearer with their appeal being heard on April 6 before the United States Third Circuit Court of Appeals.

The contention of the dairy, briefly summarized, was that their bottling plant at Wawa, 18 miles from Philadelphia City Hall, should be granted a receiving station allowance on Class I milk in addition to their 9-cent transportation allowance provided under the order. No provision is made for a receiving station allowance for any milk plant nearer than 31 miles. The Market Administrator ruled that this dairy is entitled only to the 9-cent transportation differential, in which he was upheld by the Secretary of Agriculture.

This position of the Secretary was appealed by Wawa Dairies, the case being heard before **Judge Guy K. Bard** on February 10, 1944. He handed down a decision on June 30 in support of the Secretary of Agriculture, finding Wawa Dairies responsible for the prices as announced each month by the Market Administrator.

The April 6 hearing was held before a 3-judge court, presided over by **Judge Herbert F. Goodrich** of Pennsylvania. Sitting with him were **Judge Gerald McLaughlin** of New Jersey and **Judge Albert Lee Stephenson** of California. **Elwood Turner** was counsel for Wawa Dairies.



Miriam Judy, Penna. Furnace, Pa., has high hopes for her registered Holstein heifer, Polly Korndyke Ingrid, whose dam was a high producer and prize winner.

W. Carroll Hunter presented the government's position, with **A. Evans Kephart** representing Inter-State as intervenor. These two attorneys presented a well organized concise argument upholding the fairness of the disputed provisions of the order and asked that the decision of the lower court be sustained. Each of the attorneys presented prepared briefs and oral testimony at the hearing.

It is not known when the Court of Appeals will hand down its decision. If the lower court's position is upheld, Wawa will be required to pay producers the difference between the amounts actually paid and the prices as set forth in the Market Administrator's uniform price announcements. Funds covering these differences are now held in escrow by the court and will be used for making these payments if ordered. Or, if the lower court's position is reversed, the funds will be returned to Wawa Dairies.

There is a possibility, of course, that the Circuit Court's decision may be appealed by whichever party may be adversely affected by it. In such event, the case would go before the United States Supreme Court, provided, of course, that court would agree to hear the case further.

Dairy products, nature's best foods.

INTER-STATE MILK PRODUCERS REVIEW

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H. E. Jamison, Editor and Business Manager

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Inter-State Milk Producers Cooperative Incorporated 401 N. Broad St., Philadelphia 8, Pa.

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Wilmington, Del., Phone 2-7464

Another Delivery Problem

We sometimes receive word, usually indirectly, that some member has not received the REVIEW. As a rule these reports indicate that occasional copies are missed. Do you get yours regularly?

The REVIEW should reach Inter-State members and other readers about the 20th to 22nd of each month. Almost without exception it is placed in the mails by the 20th.

When reports of non-delivery of the REVIEW reach us, we immediately inspect our mailing lists and only rarely is an error found in them. Likewise, the handling of the work by the printer is such that errors are infrequent in addressing each indi-

vidual copy and wrapping them by post offices.

The postal service, however, has been troubled with manpower shortages and inexperienced help, as have all the rest of us, and it would seem that much of the trouble occurs in the mails.

If your REVIEW fails to reach you by the 23rd or 24th at the very latest, drop us a card. We will, if possible, send you an extra copy. Likewise, should you hear that any of your neighbor members have missed getting their REVIEW, ask them to drop a card or let us know direct.

Caught Warm

A lot of milk has been rejected in the last few weeks. According to the calendar, winter and springtime methods of cooling of milk would have sufficed, but with the temperatures ranging in the 80's day after day and summertime conditions prevailing, even on St. Patrick's Day and several other days before Easter, a lot of milk got to market in poor condition because it wasn't cooled properly.

A thermometer or one's own sense of temperature are much better guides than is a calendar. Start your milk cooler—turn on the electricity or get ice, as the case may be—whenever there is any danger of milk spoilage because of high temperatures. Play safe—it is good insurance.

Voice of the Dairy Farmer

Tune in on radio station WRC, Washington, Red network—950 on your dial—to hear "The Voice of the Dairy Farmer." The time is 1:00 to 1:15 every Sunday afternoon.

This program is sponsored and paid for by the dairy farmers of America through American Dairy Association (ADA). Through it the public has learned many of the facts of life concerning some of the most critical problems facing American agriculture today.

Unfortunately, some of us are not able to obtain satisfactory reception from this station but it is hoped that ADA can expand its radio coverage through additional stations. Prospects for this expansion look good, with the recent developments in the ADA program through the eastern section of the country.

Some of the vital problems which The Voice of the Dairy Farmer have brought to the American public include the butter situation, the farm manpower problem, the subsidy issue and many other wartime economic disturbances that have plagued the agricultural public.

MILK PRODUCERS REVIEW

Franklin Delano Roosevelt

The death of Franklin D. Roosevelt came as a shock to the nation. He has left his mark on the nation and, undoubtedly, on the world, too.

He left behind a host of friends who fought for and with him through many political battles. Likewise, as with all who are active in public affairs, he was opposed by many men who differed with him on political and policy matters.

Beyond doubt, he has been a forceful character, possessed of an unusual personality, and gifted with the ability to sense the public mind as has been no other person of this generation.

Regardless of one's own evaluation of his services and policies, we all recognized him as our chief executive and depended upon him for leadership during our present global war. He occupied a position of great responsibility in the planning of global strategy for the conduct of the war and in the development of the peace to follow. His true place in history will be determined by historians who will be able to look at his work in perspective.

Our immediate job is to go ahead, fight and win our two wars and give every possible support to Harry S. Truman, our new President. Truman has proved himself a forthright man, speaking out boldly on matters of policy. This was evidenced in his conduct of the affairs of the Truman Investigating Committee for War Contracts, previous to his nomination for the vice-presidency.

His job is tremendous. It is difficult. His success or failure in determining the peace and in guiding our nation from war to peace will largely be the success or failure of tomorrow's America.

Truman is now our President and the Commander in Chief of our armed forces. In giving him our support we shall carry on the American tradition of going all-out for our leaders on everything that, in our respective individual opinions, is right and proper, and good for the national welfare. We shall indulge, also, in the American prerogative of criticizing—and we hope constructively—whenever we feel that the course set by him is not for the best.

That principle, in brief, is what our millions of men are fighting for in all parts of the world today.

The index of land prices in New Jersey on March 1 was 151, compared with 109 for New York, 123 for Pennsylvania and 130 for the New England States. In computing this index, 1910-14 prices were used as 100.

April, 1945

Personal Glimpses

A day-old calf was sold for \$251.00 at the livestock sale held recently by John B. Keller, Chambersburg. The dam of this calf brought \$640.00 at the same sale.

The Luco Artificial Breeding Cooperative, with headquarters at Berwick, Pa., is now in operation. C. H. Henrie, Millville, president of the Millville Local, is one of the directors. Other officers are: R. H. Seely, president; A. H. Everett, secretary-treasurer; J. A. Fairchild and R. J. Campbell, directors. Dale Brown of Berwick is the technician.

The Keystone 4-H Holstein Club recently re-organized for the coming year, with the following officers elected: Wade Groff, Strasburg, president; Robert Groff, Strasburg, vice president; Rhelda Eshleman, Marietta, secretary-treasurer; Evelyn Ranck, Paradise, song leader; Robert Hess, Strasburg, game leader, and Jacob Houser, Jr., Lampeter, new reporter. Earl L. Groff, Strasburg and Wilbur Houser, Lampeter, were named adult local club leaders.

Paul K. Fisher, the largest breeder of Palomina horses in the East, has recently purchased Walnut Bank Farm at Quakertown and stocked it with registered Brown Swiss cows.

Winter Subsidy Rate Extended Thru April

A last minute announcement from Washington cancelled the drop in subsidy payment for April. The subsidy payment, which had been \$.70 per hundredweight in the Philadelphia milk shed (except \$.80 in New Jersey), plus a 10-cent drought payment, according to previous announcement was scheduled to drop to \$.35 per hundredweight (\$.45 in New Jersey) on April 1, this rate to continue in effect until June 30.

The announcement, made March 31, restored the subsidy for April to the \$.70 level (\$.80 in New Jersey). The official announcement indicated that this change was made to encourage milk production through April. The special drought payment, which has been in effect since September, was discontinued on March 31, as previously planned.

The rates for May and June were not mentioned in this announcement and, therefore, presumably will continue at the \$.35 and \$.45 rates in this milk shed, as originally scheduled.

We are also informed that application to receive the subsidy on April production may be made and filed with the county committee up to June 30.



Smokey, a riding horse owned by Thomas Quirk of Woodstown, N. J., poses for his picture before going for an afternoon trot.

3 Month Subsidy Payment Now Available to Producers

Promptly after receiving your check for March milk, take that milk statement, together with your January and February statements, to your local ADA committee for your subsidy payment for the three months. Be sure to do this before the end of May, because considerable difficulty may be encountered in collecting this subsidy payment if application is not made within this period.

This is the first time since the consumer subsidy was put into effect (in lieu of having consumers pay their milk bills as they go) that the payment for three months has been lumped together.

It is probable that the plan for obtaining payments which has been used in each county in the past will be followed in this instance, although that, of course, will depend upon the action of the committees in the various counties.

Do not delay this matter, regardless of how busy the season, as collection will be seriously complicated—and may be impossible—if application is made after May 31.

The Cecil County, Md., committee will receive applications for January, February and March subsidy payments at their offices any time up to May 31, and committee members will take applications directly at the Elkton AAA office from 9:00 to 4:30 on April 18, 25 and 30; at the Rising Sun milk plant from 7:00 to 3:00, April 23 and 24; at the Trimble Store, Bay View, 7:00 P.M. to 9:00 P.M., April 23 and at the Cecilton Parish House from 9:00 to 4:30 on April 26.

The more bonds we buy the quicker the Japs and Germans will holler "nuff."

Figures Are Raw Material With Which Experts Work

Can you take 100 cents of good American money and divide it up so that there will be 102 cents to pass out to one claimant, and at the same time take care of numerous other claims to a part of those 100 cents?

Sounds crazy, doesn't it?

But, it seems that there are some who can do it, because just this type of operation was reported in the March, 1945, issue of "The Marketing and Transportation Situation," published by the USDA's Bureau of Agricultural Economics.

This Houdini trick is found in a tabulation showing the price spreads between farmers and consumers on food products, and shows that the "adjusted farmer's share" of the consumer's dollar spent for butter is 102 cents.

Additional information in the tabulation enables the reader, if he has the necessary background information, to get the rest of the story. This shows that in February the retail price of butter averaged 48.9 cents, of which the farmer received 41.6 cents. That is at the rate of 85.1 cents out of a dollar.

Then the table gives additional figures. A government marketing payment of 5 cents is added to the marketing margin and 8.37 cents is paid direct to the producer, which results in the farmer getting 50 cents out of 48.9 cents per pound.

The fact is that the full cost of that butter is not included in the consumer price. The consumer, this report says, pays 48.9 cents. Adding the subsidies to it, the full cost is 62.27 cents (to which we should add the cost of administering these subsidies, plus interest on this extra and unnecessary national debt for at least 50, maybe for as long as 100 years).

Actually, if the basic figures reported in this tabulation are correct, the answer should come out at the end that the farmer gets 80.3 cents out of the total cost of the butter, not 102 cents of the consumer's dollar.

A similar procedure is followed in telling how much the farmer gets out of the average dollar the consumer pays for fluid milk. Something, however, appears to be wrong with the basic figures used in that connection and, therefore, we will not get into them at all, except to state that this report, taken at its face value, says farmers get 73 cents out of the consumer's dollar—which would leave only 27 cents to pay for all distributing functions. Regrettably, one nation-wide dairy group (not of producers) publicized that 73-cent figure.

Class Prices, Pennsylvania Markets

| Area Name | Area Number | Class I Feb.-Mar. | Class II Feb. | Class III Mar. | Feb. | Mar. |
|-----------------------|-------------|-------------------|---------------|----------------|---------|---------|
| Philadelphia Suburban | 1A | \$3.85 | \$3.324 | \$3.298 | \$2.540 | \$2.544 |
| Altoona | 9 | 3.70 | 3.247 | 3.219 | 2.497 | 2.501 |
| Huntingdon-Tyrone | 10,22 | 3.45 | 3.247 | 3.219 | 2.497 | 2.501 |
| State-Wide | 11 | 3.50 | 3.247 | 3.219 | 2.497 | 2.501 |
| Lancaster | 14 | 3.73 | 3.264 | 3.236 | 2.497 | 2.501 |

Prices Paid for 4% Milk

| Buyer | Location | Area | Feb. | March |
|------------------------------|-------------------|-------|--------|-------|
| Abbotts Dairies | (N. J. Producers) | — | \$3.96 | 3.97 |
| Bechtel, I. Lloyd | Royersford, Pa. | 1A | 3.84 | |
| Blue Hen Farms | Wilmington, Del. | — | 3.80 | |
| Centerville Producers Co-op. | Centerville, Md. | — | 3.76 | 3.72 |
| Clover Dairy Company | Wilmington, Del. | — | 3.92 | 3.83 |
| Cream Top Dairy | Lancaster, Pa. | 14 | 3.73 | |
| Delamore Dairy | Wilmington, Del. | — | 3.88 | 3.88 |
| Eachus Dairy | West Chester, Pa. | 1A | — | |
| Everett Milk & Ice Cream Co. | Everett, Pa. | 10,22 | — | |
| Fraim's Dairies | Wilmington, Del. | — | 3.88 | 3.86 |
| Greenhill Dairy | Wilmington, Del. | — | 3.84 | 3.81 |
| Hoffman's | Altoona, Pa. | 9 | 3.555 | |
| Lancaster Milk Co. | Lancaster, Pa. | 14 | 3.70 | |
| New York Buyers | New York Market | — | 3.70 | |
| Penn Cress Ice Cream Co. | 201-10 mile zone | — | 3.58 | 3.43 |
| Queen Dairy | Cresson, Pa. | 9 | 3.48 | |
| Rohrer Med-O-Farms Dairy | Lancaster, Pa. | 14 | 3.80 | |
| Scott-Powell Dairies | Lancaster, Pa. | 14 | 3.73 | |
| Strickler, Dean D. & Son | (N. J. Producers) | — | 4.03 | 4.03 |
| Supplee-Wills-Jones | (N. J. Producers) | — | 4.03 | |
| Sylvan View Dairy | Nassau, Del. | — | 3.60 | 3.59 |
| Tri-County Dairy | Lancaster, Pa. | 14 | 3.73 | |
| Waple Dairy | Honey Brook, Pa. | 1A | 3.85 | |
| West End Dairy | Tyrone, Pa. | 10,22 | 3.40 | |
| Western Maryland Dairy | Wilmington, Del. | — | 3.91 | 3.90 |
| | Rising Sun, Md. | — | 3.79 | 3.79 |

Feed Price Summary—March, 1945

Compiled by Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

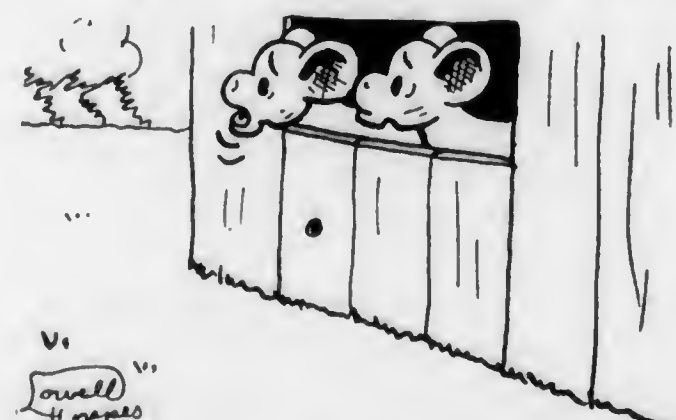
| | Mar. 1945 | Feb. 1945 | Mar. 1944 | % Change, Mar., 1945 compared with |
|------------------------|-----------|-----------|-----------|------------------------------------|
| Wheat Bran (\$ per T.) | 51.93 | 50.80 | 51.75 | +2.22 + 0.35 |
| 16% Mixed Dairy Ration | 56.98 | 55.55 | 59.42 | +2.57 - 4.11 |
| 24% | 62.50 | 62.65 | 64.63 | - 0.24 - 3.30 |

Prices reported as paid by handlers in markets not under Federal control are determined according to price schedules furnished by the handler or from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which individual producers may earn.

The butterfat differential is 5 cents per point in all Pennsylvania markets listed except Philadelphia where it is 4 cents. The differential in Wilmington and in New Jersey markets is also 4 cents a point.

Don't get too far from shore while learning to paddle your own canoe.



"I remember when I used to get mad and kick at Farmer Jones' boy, gosh, if he were only back from the war now he could tease me all he wanted to!"

Get Spring Pasture From Winter Grain Crops

"One of the best ways of using excessive early growth of winter grains is pasture for the dairy herd," says C. S. Garrison of the New Jersey College of Agriculture. He points out that this is of definite advantage this year, with a shortage of roughage on many farms.

"A good grain crop can be harvested after this excessive leaf growth has been removed early. However, care should be taken not to over-graze the crop if grain is to be harvested," says the agronomist.

Such grazing is considered especially advisable if new seedlings of grasses and legumes are being started. The grazing will reduce probability of lodging, which may easily result in the loss of both the grain crop and the new seeding.

"The only precaution to take in the grazing of winter grains is to keep the animals off the field when the soil is wet."

Only Butter Can Be Butter

Class Prices

| Wilmington | | |
|----------------------------------|----------------|------------------|
| F. o. b. market, cwt. of 4% milk | | |
| February | Class I \$3.93 | Class II \$3.112 |
| March | 3.93 | 3.112 |
| April | 3.93 | — |

| New Jersey | | |
|------------------------------------|----------------|-----------------|
| F. o. b. market, cwt. of 3.5% milk | | |
| February | Class I \$3.83 | Class II \$2.67 |
| March | 3.83 | 2.67 |
| April | 3.83 | 2.67 |

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

| Prices of | *Cream | †Dry Skimmilk |
|-----------|----------|---------------|
| February | \$24.984 | 11.3690¢ |
| March | 24.80 | 11.6694¢ |

*—Per 40-quart can of 40 percent cream.
†—Per pound of roller process dry skimmilk, each as used in determining the Philadelphia Class II price.

Average Price New York 92-Score Butter
The quoted price has been 46.75 per pound since January, 1943, this price including rollback subsidy payments since June, 1943.

Prices Paid for 3.5% Milk By South Jersey Buyers January, 1945

| Buyer | Grade "A" & Premium | Grade "B" |
|-------------------------|---------------------|-----------|
| Abbotts Dairies | \$4.20 | \$3.80 |
| Arrowhead Shoemaker | 4.1364 | 3.691 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.074 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Dennery Dairies | 3.97 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.83 |
| Kligerman Dairy | 4.23 | 3.83 |
| Locust Lane Farms | 4.23 | 3.83 |
| Millside Farms | 4.158 | 3.83 |
| N. J. Milk Products Co. | 3.95 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | 3.743 | 3.83 |
| Trenton Dairy | 4.23 | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

February, 1945

| | | |
|-------------------------|--------|--------|
| Abbotts Dairies | \$4.16 | \$3.76 |
| Arrowhead-Shoemaker | 4.1988 | 3.7836 |
| Bundick Dairy | 4.23 | 3.83 |
| Castanea Dairy | 4.23 | 3.83 |
| Conover, C. L. | 4.09 | 3.83 |
| Decker, Conrad | 4.23 | 3.83 |
| Dennery Dairies | 3.962 | 3.83 |
| Holly Ravine Dairy | 4.23 | 3.83 |
| Kligerman Dairies | 4.23 | 3.83 |
| Locust Lane Farms | 4.194 | 3.83 |
| Millside Farms | 4.182 | 3.83 |
| N. J. Milk Products Co. | 3.938 | 3.83 |
| Parks Dairy | 4.23 | 3.83 |
| Rainier's Dairy | 4.23 | 3.83 |
| Scott-Powell Dairies | 4.23 | 3.83 |
| Supplee-Wills-Jones | 4.23 | 3.83 |
| Sylvan Seal | 3.705 | 3.83 |
| Trenton Dairy | 4.23 | 3.83 |
| Wilson Dairy | 4.23 | 3.83 |

These prices were reported to Inter-State Milk Producers' Cooperative by the New Jersey Milk Control Board as the average prices paid by these buyers for all milk in the respective grades. Prices received by individual producers will vary from these prices as their respective returns may be influenced by their relative amounts of norm and excess milk.


Buy War Bonds and Stamps

Prices 4% Milk, Feb. and Mar.

These are the prices known to have been paid—or not less than the minimum permitted prices—at each plant location under Marketing Order No. 61 for the Philadelphia milk marketing area, as announced by Market Administrator Wm. P. Sadler, for milk purchased during February and March, 1945.

| Handler | Plant Location | Location Differential | Feb. Price | Mar. Price | Handler | Plant Location | Location Differential | Feb. Price | Mar. Price |
|----------------------------|-----------------------|-----------------------|------------|------------|---|-------------------|-----------------------|------------|------------|
| Market Average | f.o.b. Philadelphia | — | \$3.914 | \$3.858 | Scott-Powell Dairies | Philadelphia, Pa. | — | \$3.900 | \$3.833 |
| Abbotts Dairies | Philadelphia, Pa. | — | \$3.961 | \$3.897 | Ardmore, Pa. | — | — | 3.900 | 3.833 |
| " | Curryville, Pa. | 339 | 3.592 | 3.528 | Biglerville, Pa. | 283 | 3.587 | 3.520 | |
| " | Easton, Md. | (a) 276 | 3.648 | 3.591 | Clayton, Del. | 241 | 3.629 | 3.562 | |
| " | Goshen, Pa. | 241 | 3.690 | 3.626 | Fairdale, Pa. | 318 | 3.552 | 3.485 | |
| " | Oxford, Pa. | 227 | 3.704 | 3.640 | New Holland, Pa. | 234 | 3.636 | 3.569 | |
| " | Port Allegheeny, Pa. | 416 | 3.515 | 3.451 | Snow Hill, Md. | 304 | 3.566 | 3.499 | |
| " | Spring Creek, Pa. | 451 | 3.480 | 3.416 | York Springs, Pa. | 276 | 3.594 | 3.527 | |
| Ardmore Home Dairies | Ardmore, Pa. | — | 3.930 | 3.924 | Shearer, Paul B. & Co. | Philadelphia, Pa. | — | 3.685 | 3.635 |
| Baldwin Dairies | Philadelphia, Pa. | — | 3.985 | 3.961 | Center Port, Pa. | 248 | 3.407 | 3.357 | |
| Bedminster D'ymn's Ass'n | Bedminster, Pa. | 22 | 3.802 | 3.812 | Manoa, Pa. | — | 4.107 | 4.137 | |
| Bergdoll's, John C., Dairy | Boothwyn, Pa. | 09 | 3.841 | 3.823 | Philadelphian, Pa. | — | 3.899 | 3.885 | |
| Booth, Chas. T. | Chester, Pa. | 07 | 3.930 | 3.895 | Bedford, Pa. | 332 | 3.537 | 3.523 | |
| Breuninger Dairies | Philadelphia, Pa. | — | 4.028 | 3.954 | Chambersburg, Pa. | 297 | 3.650 | 3.650 | |
| " | Richlandtown, Pa. | 227 | 3.771 | 3.697 | Hagerstown, Md. | 394 | 3.650 | 3.650 | |
| Brookmead G'rns'y Dairies | Wayne, Pa. | 07 | 4.050 | 3.946 | Harrington, Del. | 262 | 3.607 | 3.593 | |
| Brown's Dairy | Glenside, Pa. | 07 | 3.817 | 3.825 | Huntingdon, Pa. | 332 | 3.537 | 3.523 | |
| Bucks Co. Farms Dairies | Morrisville, Pa. | 22 | 3.703 | 3.668 | Leaman Place, Pa. | 234 | 3.635 | 3.621 | |
| Buehlers Dairy | Willow Grove, Pa. | 07 | 4.023 | 3.936 | Lewistown, Pa. | 311 | 3.558 | 3.544 | |
| Clover Crest Dairy Farm | Newtown, Pa. | 13 | 3.859 | 3.859 | Mercersburg, Pa. | 311 | 3.558 | 3.544 | |
| Cooklyn Milk Co. | Goldsboro, Md. | (b) 255 | 3.568 | 3.488 | Mt. Pleasant, Del. | 227 | 3.642 | 3.628 | |
| Crawford, M. S., Dairy | Drexel Hill, Pa. | — | 3.902 | 3.906 | Princess Anne, Md. | 297 | 3.572 | 3.558 | |
| Crystel, Wm. H., Dairy | Chester, Pa. | 07 | 3.789 | 3.805 | Townsend, Del. | 234 | 3.635 | 3.621 | |
| Darlington Bros. | Darling, Pa. | 09 | 3.952 | 3.934 | Worton, Md. | 255 | 3.614 | 3.600 | |
| Deger's Dairy | Mont Clare, Pa. | 13 | 3.860 | 3.825 | Sylvan Seal Milk | Philadelphia, Pa. | — | 3.875 | 3.840 |
| Dieterich's Dairy | Reading, Pa. | 234 | 3.583 | 3.582 | Sypherd's Dairies | Philadelphia, Pa. | — | 3.907 | 3.868 |
| Engel Dairy | Philadelphia, Pa. | — | 4.048 | 4.046 | Taylor's Dairy | Jenkintown, Pa. | — | 4.102 | 4.041 |
| Ervin's Dairy | Philadelphia, Pa. | — | 3.904 | 3.916 | Turner & Wescott | Glenroy, Pa. | 234 | 3.618 | 3.529 |
| Frankford Dairies | Philadelphia, Pa. | — | 3.899 | 3.938 | Walnut Farms Dairy | Philadelphia, Pa. | — | 3.955 | 3.944 |
| Gailey Ice Cream Co. | Delta, Pa. | 248 | 3.620 | 3.591 | Warners Dairy | Berwyn, Pa. | 07 | 3.823 | 3.824 |
| Gardenville D'ymn's Ass'n | Gardenville, Pa. | 13 | 3.811 | 3.811 | Wawa Dairy Farms | Wawa, Pa. | 09 | 3.792 | 3.683 |
| Gardenville Farm Dairies | Doylestown, Pa. | 11 | 4.002 | 3.947 | Willow Ridge Farm | Hatboro, Pa. | 09 | 3.880 | 3.852 |
| Gaynor, Hyland L. | Boothwyn, Pa. | 09 | 3.876 | 3.851 | Wilmer Dairies | Conshohocken, Pa. | 07 | 3.828 | 3.787 |
| Gorman Dairies | Newtown Sq., Pa. | 07 | 3.927 | 3.885 | Wissahickon Dairy | Philadelphia, Pa. | — | 3.967 | 3.972 |
| Greentree Creamery Ass'n | Obelisk, Pa. | 22 | 3.624 | 3.629 | Witchwood Dairy | Spring House, Pa. | 11 | 3.981 | 3.950 |
| Gross, Charles, Dairy | Philadelphia, Pa. | — | 4.071 | 4.027 | *—The location differentials set forth in this column are as provided in paragraph 961.8(d) and 961.8(e) of the marketing order. The location differential as set forth in paragraph 961.8(d) is 22 cents per hundredweight of milk delivered at plants located 31 to 40 miles from City Hall in Philadelphia and an additional 0.7 cent for each additional 10 miles (33.9 cents in 201-10 mile zone). Under paragraph 961.8(e) an additional deduction of 3 cents per hundredweight is permitted at such plants and has been deducted in determining the minimum permitted prices. Where a price higher than the minimum is paid or the intention to pay a higher price is made known such price is then reported. Paragraph 961.8(c) permits deductions of 7 to 13 cents per hundredweight, as listed in the tabulation, on milk delivered at plants 11 to 30 miles from Philadelphia City Hall. | | | | |
| Grubb's Dairies | Media, Pa. | 07 | 3.949 | 3.901 | x—Will pay butterfat differential of 5 cents per point. | | | | |
| Hamilton Dairies | Philadelphia, Pa. | — | 4.018 | 4.028 | (a)—Location differential was .283 in February. | | | | |
| Hansell, A. R. | Philadelphia, Pa. | — | 3.881 | 3.846 | (b)—Location differential was .262 in February. | | | | |
| " | Mainland, Pa. | 11 | 3.771 | 3.736 | | | | | |
| Harbisons' Dairies | Philadelphia, Pa. | — | 3.934 | 3.871 | | | | | |
| " | Brandtsville, Pa. | 276 | 3.628 | 3.565 | | | | | |
| " | Byers, Pa. | 22 | 3.684 | 3.621 | | | | | |
| " | Carlisle, Pa. | 276 | 3.628 | 3.565 | | | | | |
| " | Hurlock, Md. | 283 | 3.621 | 3.558 | | | | | |
| " | Massey, Md. | 241 | 3.663 | 3.600 | | | | | |
| " | Millville, Pa. | 332 | 3.572 | 3.509 | | | | | |
| " | Sudlersville, Md. | 248 | 3.656 | 3.593 | | | | | |
| Hernig, Peter, Sons | Philadelphia, Pa. | — | 3.810 | 3.768 | | | | | |
| Hill Crest Farms | Boiling Springs, Pa. | 276 | 3.504 | 3.462 | | | | | |
| Holiday Dairy | Eddington, Pa. | 09 | 3.850 | 3.880 | | | | | |
| Homestead Guernsey Farm | Norristown, Pa. | 11 | 3.841 | 3.795 | | | | | |
| Hutt's Dairies | Chester Heights, Pa. | 11 | 3.880 | 3.873 | | | | | |
| Ivy Crest Guernsey Dairies | Philadelphia, Pa. | — | 3.996 | 3.952 | | | | | |
| Jersey Queen Dairy | Hatboro, Pa. | 09 | 3.993 | 4.049 | | | | | |
| Johnson, J. Ward, Dairy | Philadelphia, Pa. | — | 4.040 | 4.022 | | | | | |
| Lehigh Valley Farmers | Woodlyn, Pa. | 07 | 3.836 | 3.860 | | | | | |
| Marmer, John | Allentown, Pa. | 234 | x3.566 | x3.488 | | | | | |
| Marshall, T. Forest | Bryn Mawr, Pa. | — | 3.888 | 3.922 | | | | | |
| Martin Century Farms | Linwood, Pa. | 09 | 3.892 | 3.855 | | | | | |
| Meyers Dairies | Lansdale, Pa. | 11 | 3.923 | 3.761 | | | | | |
| Miller-Flounders Dairy | Ambler, Pa. | 09 | 3.856 | 3.767 | | | | | |
| Missimer-Wood-Narcissa | Chester, Pa. | 07 | 3.956 | 3.847 | | | | | |
| Mont-Berk Dairy Co. | Philadelphia, Pa. | — | 4.032 | 3.984 | | | | | |
| Nelson Dairies | Boyetown, Pa. | 227 | 3.610 | 3.601 | | | | | |
| Oakes Dairy Farm | Norristown, Pa. | 09 | 3.855 | 3.775 | | | | | |
| Oakland Farms | Chadds Ford, Pa. | 11 | 3.923 | 3.937 | | | | | |
| Pennbrook Milk Co. | Fairview Village, Pa. | 11 | 3.813 | 3.783 | | | | | |
| Penn-Reed Milk Co. | Philadelphia, Pa. | — | 3.900 | 3.840 | | | | | |
| Quaker-Maid D'y Products | Belleville, Pa. | 318 | 3.495 | 3.329 | | | | | |
| Quinn's Dairies | Philadelphia, Pa. | — | 3.969 | 3.838 | | | | | |
| Rosenberger's Dairies | Philadelphia, Pa. | — | 3.921 | 3.909 | | | | | |
| Schillinger's Dairies | Hatfield, Pa. | 13 | 3.662 | 3.631 | | | | | |
| " | Philadelphia, Pa. | — | 3.964 | 3.948 | | | | | |

| MARKET SUMMARY | | | | |
|---------------------------|----------------|----------------|----------------|------------|
| | Mar. '44 | Feb. '45 | Mar. '45 | |
| Class I price, 4% milk | \$4.050 | \$4.050 | \$4.050 | \$4.050 |
| Class II price, 4% milk | 3.277 | 3.232 | 3.232 | 3.232 |
| Weighted average price | 3.890 | 3.914 | 3.914 | 3.858 |
| Class I, pounds | 67,625.511 | 63,481,939 | 72,988,521 | 72,988,521 |
| Class II, pounds | 10,730,650 | 6,208,115 | 12,091,832 | 12,091,832 |
| Total pounds | 78,356,161 | 69,690,054 | 85,080,353 | 85,080,353 |
| Class I, percent | 86.31 | 91.09 | 85.79 | 85.79 |
| Class II, percent | 13.69 | 8.91 | 14.21 | 14.21 |
| Average butterfat test, % | 3.95662 | 3.98103 | 3.87630 | 3.87630 |
| Number of producers | 9,518 | 9,400 | 9,450 | 9,450 |
| Pounds per day per farm | 266 | 265 | 290 | 290 |
| Value 4% basis | | | | |
| f.o.b. Philadelphia | \$3,047,718.88 | \$2,727,512.06 | \$3,282,274.27 | |



MONEY

SOLVES A LOT OF PROBLEMS

WAR BONDS—



MONEY SOLVES A LOT OF PROBLEMS WAR BONDS—

help beat the Axis today, help re-equip the farm tomorrow

Garlic Spoils Milk Will Spoil Milk Markets, Too

THE look of utter disgust on the calf in this cartoon expresses its opinion of garlicky milk. Our customers, the people who buy and drink our milk in the cities, are just as sensitive to undesirable tastes in their milk.

This, in brief, is sufficient reason for being careful in handling milk to avoid any undesirable flavor or odor, whether due to garlic or any other strong flavored plant or feed.

Garlic control is not easy in that many times it requires more courage than physical work. The dairyman with garlic infested pastures should, if possible, grow enough feed so that the cows may be barn fed until the garlic season is over. This means planning at least a year ahead.

For those who haven't the hay, fodder or silage to carry on barn feeding until garlic danger is past, it is suggested that the cows be allowed on the pasture for only a short time in the morning and evening immediately after milking. In those cases, in addition to the pasture, some dry feed should be given at the barn.

Conditions will vary from farm to farm, and also from day to day. There seems to be greater tendency for garlic odor in the milk on those days when the grass may be damp from rain or heavy dew.



Each producer should study his own conditions and apply these suggestions as they best fit his circumstances. Everyone troubled with garlic is urged to get in touch with his county agent or with neighboring producers who have overcome such troubles and apply their experience as far as possible.

There is one control which is available to all producers. That is, to examine the milk before it leaves the farm and if, immediately upon removing the cover from the can, an odor of garlic is noticed, keep that milk at home. The chances are that if sent to market, it will come back with the rejection tag marked "garlic odor."

Teacher: "Can you give me any well-known date in Roman history?"
Bright Girl: "Anthony's date with Cleopatra."

June Is Dairy Month

Dairy Month this year is being staged for the ninth time. As in other years it will be June 1 to 30.

The plans, purposes and program of June Dairy Month will be geared to Government needs as outlined by War Food Administrator, **Marvin Jones**. In a letter to **Milton Hult**, President of the National Dairy Council, Administrator Jones states: "May I ask that your organization and the entire dairy industry again make Annual Dairy Month the occasion for a special effort to impress upon everyone the importance of dairy products in the war."

In meeting that request the industry will carry forward the theme

of last year's Dairy Month program. It will (1) establish the essentiality of dairy products for human welfare on both the home fronts and the battle fronts; (2) encourage the prudent use of these vital foods; (3) explain why precious dairy foods are not always available, and (4) encourage the production of these products.

A nationwide all-coverage publicity program is being developed now for newspapers, radio, house organs and trade publications. Material for use at actual points of contact in dining cars, hotels, restaurants and shopping centers is also being prepared.

Secondary Markets

Trenton

Production in the Trenton area is responding to the early spring. The spring flush appears to be coming earlier than usual and the course of production the next few weeks is difficult to estimate in advance. However, with so many herds being sold, it is believed that total production will not be excessive as compared with many areas.

Market president **Wm. Lauderdale** and acting market manager **Henry Kinsey** attended the organization meeting of the American Dairy Association at Washington on April 6. Further information about this meeting appears on page 2.

Lancaster

The spring flush in the Lancaster market came early this year, with 35 percent of the herds on pasture by April 12.

The market has about 150 to 175 cans per day over last year's production, but this excess milk has been diverted into manufacturing channels through the combined effort of the handlers in the Lancaster area. As far as is known, all of the handlers have been able to take all the milk offered by their producers.

The Lancaster committee is meeting April 16, to consider the proposed amendments to the New York Market Order, No. 27.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

| | |
|---|------|
| The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work, during March, 1945. | |
| Farm Calls..... | 1575 |
| Non-Farm Calls..... | 320 |
| Butterfat Tests..... | 2668 |
| Plants Investigated..... | 38 |
| Herd Samples Tested..... | 293 |
| Brom Thymol Tests..... | 440 |
| Membership Solicitations..... | 444 |
| New Members Signed..... | 93 |
| Meetings..... | 29 |
| Attendance..... | 2541 |
| Microscopic Tests..... | 184 |

In the smoking room of the big hotel the Scot had been boring everyone with tales of the great deeds he had done.

"Well, now," said an Englishman at last, "suppose you tell us something you can't do, and by jove I'll undertake to do it myself."

"Thank ye," replied the Scot. "I canna pay ma bill here."

Dairy Council Points the Way

WHILE thumbing through a pile of magazines last week—preparatory to releasing some waste paper to the salvage drive—your reporter couldn't help noticing the impressive array of advertisements which are appearing these days under the sponsorship of organizations similar in nature to the Dairy Council. It is evident that the practice is becoming increasingly prevalent for the members of a certain industry to join together for the purpose of promoting the general welfare of that industry.

This is a comparatively new method of promotion, the value of which Dairy Council has been demonstrating for the past quarter-century. Twenty-five years ago, cooperative promotional activity within an industry was rare. The emphasis was on competition—and the watchword was "Every man for himself."

Others Now Doing It

Today, collective effort in the field of promotion and public relations is an accepted and widespread practice. Now the belief is that "in union there is strength." Many and varied interests have discovered the value in the pooling of resources for a common objective, and the result has been the formation of such organizations as the Association of American Railroads, the Bituminous Coal Institute, the Can Manufacturers' Institute, the Pan-American Coffee Bureau, and hundreds of other groups. All these are sharing the cost and the returns involved in the work of developing a public knowledge and acceptance of the particular goods and services in which they deal.

Dairy Council helped to pioneer this trend. The dairy industry was among the first to act on the premise that collective prosperity means individual profit—and through Dairy Council it has demonstrated the worth of concerted effort.

Another development in sales promotion is obvious from a glance at the current ads. Twenty-five years ago, the general public knew little or nothing of nutrition. Producers and distributors of food were either unaware of the nutritive qualities of their product or had failed to realize the advantage in making those qualities public knowledge.

Today, however, the standard approach to the job of food promotion has come to be the presentation of nutrition facts and claims. The majority of advertising campaigns are now built around the simple

statement: "It's GOOD for you!"

The entire food industry now rides on the nutrition bandwagon—meat packers, confectioners, bakers—all have recognized the commercial importance attached to the public's increasing consciousness of the need for proper diet. Here is another development for which Dairy Council has acted as pace-maker. Years before "NUTRITIOUS" became the food advertiser's favorite adjective, dairy products were being sold by telling the public of their food value.

The approach, however, has been different from that used by other food-producing groups, in that Dairy Council has adhered strictly to an educational program of a general nature; that is, a well-rounded picture of health habits and nutritional practices, with milk and dairy products taking their proper—and important—place in that picture.

This strict adherence to a general health program is a policy which has paid real dividends. It has, for example, been responsible for the Dairy Council's enviable relationship with the schools. All educational institutions have one very strict ruling—"NO PEDDLERS ALLOWED!"—and their doors are barred to any sort of promotional activity. And yet, Dairy Council material and programs are not only accepted, but solicited by the schools—public, private and parochial.

Use the Open Door

This open door into the minds of youth becomes all the more important because of the increasing emphasis being placed by the schools on the subject of foods and their relative values. Other food interests are now studying this field—but the dairy industry has a head-start of 25 years!

Dairy Council is pointing the way toward intelligent food promotion in many other fields—industrial plants, parent-teacher associations, the dental and medical professions, men's clubs, women's clubs—and all groups which offer an

opportunity to influence the eating habits of that all-important and all inclusive citizen—the "CONSUMER."

A Job for the Future

The Council's function in the future is obvious. Considerations which have made its work important in the past will be amplified in the days to come. Research is uncovering new facts about dairy products which must be publicized; the challenge of effectively advertised substitutes for dairy products must be met fairly and openly; and a friendly working relationship must be established with those groups whose interests parallel those of the dairy industry.

A recent article in LIFE magazine studied the nutritional needs of the world, and pointed out that the world needs 125% more milk in its diet. Future food markets, through the development of refrigeration and dehydration, will be world-wide for the dairy industry as well as others. In short, post-war problems will be great, but post-war opportunities will be greater.

It is the Dairy Council's job to help point the way for the dairy industry toward the intelligent solution of its problems and the complete utilization of its opportunities.

The minister had just finished an excellent chicken dinner. As he looked out of the window, a rooster strutted across the yard.

"My!" said the minister. "That is certainly a proud rooster."

"Yes, sir," said the host, "he has reason to be proud. One of his sons just entered the Ministry."

The Dairyman's Daughter

Little Janet, aged 5, asked her mother why Jesus is often shown in pictures surrounded by sheep. Her mother explained that Jesus is the great Shepherd and we are his sheep.

Janet pondered for a moment and then said, "Hah; I'd rather be a cow."



Robert Franklin Book, two-year-old son of Frank K. Book, Bareville, Pa., takes time off from watching the cows to wave at the cameraman.

Co-op Bills Move Ahead, No Action on Oleo Changes

THE legislative calendar at Harrisburg on agricultural matters is still rather full. Final action has been taken on very few bills of interest to agriculture. Some of these bills will probably never come out of committee.

The four cooperative bills are showing progress. Bills 871 and 872, which were before the House Ways and Means Committee, are reported as having passed the third reading in the House and will next come up before the Senate. The general content of these bills was discussed in the March REVIEW, page 10.

House bills 873 and 874, which were being considered by the House Committee on Agriculture, have been reported out of committee and are scheduled to come up for the first reading before the House on April 16. A hearing on these bills was held by the House Agricultural Committee on April 4, at which strong support was given them by representatives of Pennsylvania cooperatives, and, also, at which they were bitterly attacked by some interests which, apparently,

are affiliated with the National Tax Equality Association.

That position seemed inappropriate in regard to these bills, since neither of them is a tax measure, but they are efforts to clarify and modernize the cooperative statutes of 1919 and 1929. These, too, were discussed in the March REVIEW.

Of the large batch of bills before the legislature regarding oleomargarine, only the Gyger bill, H-457, has passed both Houses and is now before the Governor for signature. This bill would extend the time that oleomargarine may be used in state penal and charitable institutions until the end of the 1947 session of the legislature.

Hearings were held on the oleomargarine bills which proposed to reduce or eliminate license fees and to nullify or eliminate the color requirements of the present oleo laws. Those in favor of such changes were heard on March 28, while opponents to these changes appeared before the committee on April 4.

The evidence against removing color restrictions on oleo was especially convincing. Mrs. Willard

MILK PRODUCERS REVIEW

Vanderhoof of Honesdale also reported scientific evidence which deflated the nutritional claims of oleomargarine proponents.

Others to appear at this hearing were Mrs. Frank Walker of Millport, who asked that the dairy industry be preserved for her sons and the sons of other farm women when they come back home from the fighting fronts. J. K. Mahood gave the position of the State Grange. Ralph L. Culver represented the State Council of Farm Organizations and Alan D. Miller of the Dairymen's League also testified.

The Erb bill, H-671, which provides that milk dealers shall supply daily weight slips to producers, has been amended so as to require that milk dealers shall provide daily weight slips when 51 percent or more of the producers shipping to a plant request that this be done. This has passed the House 196 to 0 and will next come up before the Senate.

A bill revising the soil conservation policies and broadening the base for participation in soil conservation programs has passed the second reading in the House and is being held over, presumably for the consideration of new amendments.

Pasteur Medal Winners

Seventeen milkmen will receive Pasteur medals for outstanding heroism and public service, according to an announcement by the Milk Industry Foundation. These milkmen are to be found from Boston to San Francisco and each one has undergone great risk to save persons or property endangered by catastrophe.

Among them are three Philadelphians; Garfield Van Trump, Warren Bolay, Jr., and Robert Sargent, all of Abbotts Dairies, who helped rescue six persons in an early morning apartment house fire. They saved an unconscious man hanging from a window; a mother on a ledge threatening to throw her two small children to the street and an unconscious grandmother and baby.

Hybrid Corn Is Popular

Eighty-five percent of New Jersey's 194,000 acres of corn will be planted to hybrid seed in 1945, estimates C. G. Garrison, extension agronomist at Rutgers University.

He states that New Jersey hybrids No. 2 and No. 4 rank at the top in results in that state. U. S. No. 13 is also suitable in New Jersey, as are hybrids New Jersey No. 5 and Funk G-135 for silage in central and southern New Jersey.

April, 1945

Vaccination for Bangs Extended with Limitations

EXPANDING its efforts to control and eventually eliminate the dreaded Bang disease of cattle, the Pennsylvania Department of Agriculture, through its Bureau of Animal Industry, has adopted limited vaccination of mature cattle in its 22-year-old fight against the scourge.

In 1944 Bang disease alone cost the State and Federal governments nearly \$1,000,000 in payments for diseased cattle that were slaughtered. The disease remains one of the major hazards to the cattle industry. It causes financial losses in infected herds by reduced milk production, loss of calves, and decreased reproductive efficiency. No single measure or treatment for control has thus far proved entirely satisfactory, says Dr. Charles P. Bishop, director of the Bureau.

Of the four plans of control of the disease now in operation in Pennsylvania, three include calfhood vaccination, first offered nearly four years ago. Such treatment of calves in infected herds has come to be recognized as one of the most effective forms of control, according to Dr. Bishop.

He reports the success attained with calfhood vaccination has stimulated demand by cattle owners, especially those who are experiencing heavy losses from Bang disease, for vaccination of mature cattle in infected herds.

"Unfortunately," he added, "at this time there is relatively little reliable information on the vaccination of adult cattle, and calves over 8 months of age. While available evidence would indicate that adult vaccination may have a place in the control program under certain conditions, more information is needed before widespread use of this new method can be recommended."

Vaccination of mature cattle against Bang disease is now being conducted under Federal-State supervision in 42 Pennsylvania "Plan B" herds, or those in which reactors are retained and eliminated gradually as they become unprofitable.

Where mature cattle are vaccinated, the owner must be prepared to accept certain disadvantages and losses, Dr. Bishop says. Some vaccinated cattle remain positive to blood tests over relatively long intervals, and a considerable percentage fail to return to a negative status. No vaccinated cattle may be moved from a farm or other premise while they remain positive, and must be managed the same as cattle

found to be infected from other sources. Vaccinated cows also show an immediate loss of condition and a drop in milk production for one or two weeks.

Adult vaccination should be considered only as a last resort to tide over difficult situations where it has been impossible to control and eliminate the disease by the test and slaughter method. It may also be used in selected herds where gradual elimination is being practiced, and in herds where active infection is spreading rapidly and calfhood vaccination is being practiced.

Under no circumstances, Dr. Bishop cautions, should herd owners themselves attempt to vaccinate calves or mature cattle for Bang disease. Special permits are issued by the Department in accordance with State Law.

"How close did it come to you?" asked the farmer, driving up to the tree where his hired man had taken shelter from an electric storm.

"Well," stammered the man, still agitated. "I don't know, but my pipe wasn't lit before."



ICE CREAM is a part of America!

Ice Cream first made its appearance on the American scene during the early days of the Republic. One occasion was in 1813, when Dolly Madison, First Lady of the Land, served strawberry Ice Cream as the most unusual event of a formal White House dinner. Today, thanks to modern production and distribution methods, Ice Cream . . . "America's Favorite Dairy Food" . . . is a part of our regular diet.

The production of Ice Cream increased from 1920 through 1942 a little over 200%, using 3,900,000,000 more pounds of milk. It will continue to increase, because Americans have learned to know and enjoy the food value of the high quality milk products in Ice Cream. This expanded consumer demand assures a continuing market offering a fair return for farm milk.



THE INTERNATIONAL ASSOCIATION
OF ICE CREAM MANUFACTURERS

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Washington 6, D. C.

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Helps Keep Down BACTERIA COUNTS

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- SEPARATOR UNITS and other Dairy Items

Lo-Bax is especially made for dairymen. It is "a winner" wherever milk is produced and processed.

Quick Facts About Lo-Bax

- Kills germs almost instantly.
- Dissolves quickly in hard or soft water—hot or cold.
- Makes clear solutions for rinsing or immersing dairy utensils.
- Contains 50% available chlorine.
- Retains its full strength.
- Economical—one bottle (28-oz. size) makes 1050 gallons of dairy rinse solution at a cost of 1/7 of a cent per gallon or less.

If your dealer does not have Lo-Bax, write us

THE MATHIESON ALKALI WORKS, Inc.
60 EAST 42nd STREET • NEW YORK 17, N. Y.

Tomorrow's Dairy Profits Set by Soundness of Today's Breeding Plans

DAIRYMEN have shown definite progress in dairy cattle breeding during the past several years, but there is still a long way to go in improving our dairy stock, according to the report of the Committee on Production Efficiency of the Northeastern Dairy Conference. This report was given before the Executive Committee of the Conference late in March. General meetings were not held this year because of the restrictions on war-time travel.

The basis of improved breeding, says the committee report, is continuous records on all cows in the herd. It is stated that there were 339 active dairy herd improvement associations in the 12 northeastern states in January, 1944, the number since being reduced somewhat because of the difficulty of obtaining supervisors. Even so, only approximately five to six percent of the cows in the region were on test last year.

Such records are valuable in determining the productive ability of each cow. It also definitely classifies the ability of various herd sires to transmit production to their offspring. This, of course, is accomplished through comparisons of the production of the daughters of each bull with the production of their dams. Only with complete and regular record keeping are such comparisons possible.

Production Records Needed

Such records also show whether high production is consistent within a family of cows or whether a family may have a few excellent producers with the majority commonplace or even poor. Such information is of great value in building up a herd of high producers.

The presence or lack of another valuable trait of dairy cows is also revealed through such records, and that is the longevity of the cow, or, stated another way, whether she is a good cow for three or four years or whether she can produce year after year with a profitable production life of perhaps eight or ten years, or even longer.

A cow that is worth keeping for only two or three lactation periods spends almost half her life growing up. It is quite elementary that such a cow would be less profitable than one who will produce profitably for seven or eight years, being a productive asset to her owner for three-quarters or more of her life.

This committee's report states that DHIA records show about 26

to 27 percent of all cows in dairy herds are culled each year. Eliminating those that are sold for dairy purposes, it means that actually one out of five is eliminated because of unprofitable production. The committee adds that "Since the cost of raising replacements is high, it is obvious that greater longevity, with more lactations, will greatly improve the efficiency in milk production."

The committee states, further, that "When outstanding desirably proven sires, those that stamp themselves as definite herd improvers, are located, every effort should be made to extend their service." It adds that this can be done best through artificial insemination and that much advancement in breeding has come about in recent years as a result of this work.

Be Careful After 4:00 P.M.

Be careful after 4:00 P.M. A survey of farm accidents in Lancaster County showed that 65 percent of them occurred between 4:00 and 7:30 P.M., while 30 percent took place before 10:00 A.M.

This survey was made by Future Farmers of America and 4-H club members, under the supervision of Wayne B. Rentschler, vocational agriculture instructor at the West Lampeter High School, who is chairman of the survey committee. Others on the committee were M. M. Smith, assistant agricultural extension agent, and Amos Miller of the Rural Youth Group.

The total number of accidents covered by the reports was 171. As so frequently happens, tractors led the list of accident causes, with 36 occurring in connection with handling of tractors, nine while being cranked and ten while operating the tractor. Operation of other farm machines resulted in 24 different accidents, while 18 occurred in the use of hand tools of one kind or another. Falls were the cause of 35 accidents; falling objects the cause of 17, while animals were the cause of 13. Miscellaneous classifications covered 28 of the accidents.

The report shows, further, that ten of the accidents resulted in death, three of these involving horses and one an attack by a bull. Two other accidents resulted in permanent injury.

A total of 19,880 work hours were lost, or more than 331 work weeks of 60 hours each. The cost of medical care was \$4,014.50.

MILK PRODUCERS REVIEW

Records are cited from New Jersey studies showing an increase in production of 734 pounds of milk and 42.2 pounds of butterfat per cow per year of cows resulting from matings by artificial insemination, as compared with the production records of the dams of these cows. These were results based upon 120 daughter and dam comparisons.

This is the Proof

A study in New York State showed increases of 219 pounds of milk and 23.6 pounds of butterfat, in favor of the daughters resulting from artificial matings, as compared with the production of their dams. Both these dams and daughters were of definitely higher productive capacities than those cited in the New Jersey reports.

The committee reports, further, that if such increases can be obtained in the majority of artificial breeding units "it will have a tremendous influence on the producing ability of our dairy cattle."

Stated in another way, the time lost from work as a result of these accidents was, based on Lancaster County farm account records, sufficient to produce 1,129,600 pounds of milk. Or, if applied to poultry production, it would have been enough to produce 130,000 dozen eggs.

A report from the New Jersey extension service on farm accidents also shows that tractors lead the list in causes of accidents, more than half of those resulting from farm machinery involving tractors. W. C. Krueger, extension agricultural engineer at Rutgers University, states that the principal causes of tractor injuries are overturning, falling from or being thrown off tractor, accidents with power take-off shafts, accidents while cranking, and accidents from fire and fumes.

Be careful after 4:00 P.M. Be careful all the time.

The bull may be the biggest half of the herd, and he might find this out some day and assert his authority. Watch him.

Impatient customer: "Can't you wait on me? Two pounds of liver. I'm in a hurry."

Butcher: "Sorry, ma'am, but two or three are ahead of you. You surely don't want your liver out of order."

Oratory is the art of making deep sounds from the chest seem like important messages from the brain.

April, 1945

Get Prepared Now to Sell Summer Milk Next Winter

The New Jersey Agricultural Experiment Station's findings that you can produce summer-quality milk in winter if you feed cows plenty of good hay or green silage is borne out by research of the U S Department of Agriculture.

The New Jersey institution has been using the quality milk angle in promoting the use of grass silage. The USDA experiments were conducted with No. 1 grade alfalfa hay and other high quality roughage rich in carotene or vitamin A.

Research men of the USDA found that when cows were fed roughage rich in vitamin A, the winter milk produced by their cows was potent in vitamin A. But when they fed cows U S No. 3 timothy hay, they found the vitamin A content only one-half to two-thirds that of the average winter milk produced in this country. Even when the poor timothy hay was supplemented with enough vitamin A in the form of cod liver oil to maintain the cow's health and permit her to bear a normal calf, the milk was still lacking in this vital substance. Calcium and digestible protein were also lacking in milk produced by No. 3 timothy hay-fed cows.

"All this should prove again that it will pay dairymen both in cash and reputation to produce plenty of high quality alfalfa and clover this season for next winter's hay and silage," Carl B. Bender, professor of dairy husbandry at Rutgers University, reminds herd owners.

Rural Phone Expansion In Post War Plans

One post war development now in the planning stage will be of interest to rural people everywhere, and that is the expansion of good telephone service.

An interesting demonstration and talk, describing the latest developments in providing more and better farm telephone service, has been prepared by the Bell Telephone Company of Pennsylvania and the Diamond State Telephone Company.

We are informed that representatives of these two telephone companies will be available to put on this program at any farm meeting in the territory served by either company. Arrangements can be made by calling the nearest business office of the telephone company.

The present program is purely educational and will include discussion periods. It is impossible, of course, to expand telephone service at the present time except in instances of the greatest need.

Now tariffs and installation arrangements recently put into effect

will make telephone service available to an estimated nine out of ten rural families without any payment of public highway construction charges, it is believed.

These matters, together with most recent scientific developments that will be available for rural telephone service after the war, will be discussed in connection with the demonstration.

Kill Corn Borers Now By Plowing Under Trash

Between now and May 1 is a critical time in corn borer control. Every bit of corn stubble, corn stalks and other coarse trash which may possibly harbor corn borers should be plowed under.

A clean plowing-under job can be simplified by attaching a wire or heavy chain to the plow, says R. J. McCall of Pennsylvania State College. A heavy wire ten or twelve feet in length has been found most practical. There should be one wire or chain for each plow and, in case of multiple plows, also one on the axle of the front furrow wheel.

Be careful in harrowing following this plowing job, so that none of the buried trash is brought to the surface.

With tears in her eyes his wife exclaimed: "I know you don't love me—you've forgotten my birthday!"

"Darling," he said, "I'm more sorry than I can say, but it is really your fault."

"My fault?" she exclaimed. "How can that be?"

He took her hand in his. "How can I remember your birthday," he asked, "when there is never anything about you to remind me that you are a day older than you were a year ago?"

"The first thing I'm gonna do when this war is over," said a soldier, "is bust the first sergeant in the nose."

"Oh, no, you won't," said a comrade. "You're gonna stand in line and take your turn—just like the rest of us."

We have been active members and have sold our milk through Inter-State Milk Producers Association and Inter-State Milk Producers Cooperative continuously since March 1, 1921, or before.

In my own name..... ☐
In my father's name, then my own name, or both ☐
In my husband's name, then my own name, or both ☐
In some other series of names within the family ☐
(full explanation of which is attached)

Signature of member.....



Soapy dishwater often leaves a greasy film on dairy utensils in which milk-spoiling bacteria can hide. Guard against soapy film by washing utensils with DUMORE, a soapless cleaner made especially for dairy use. Vigorously attacks milk fat and stubborn dirt. Leaves no film or scale even in hard water. Rinses quickly, completely. Economical to use. Safe for hands as well as utensils. Ask your Hauler to bring you a supply.

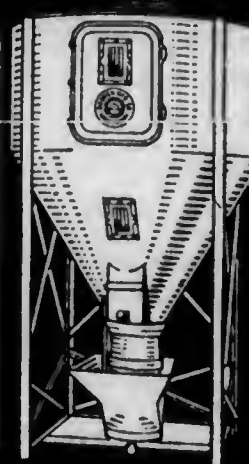
For disinfecting utensils use DIVERSOL

SAVE Up to \$1.00 a Bag or \$16.00 a Ton

Mix your own fresh feed as needed for cows, hogs, poultry, with a sturdy, efficient

BROWER Whirlwind MIXER

Thoroughly mixes and blends grains and supplements in batches from 700 lbs. to one ton in only ten minutes! Two sizes, 700 and 2000 lbs. Your savings should soon pay for mixer. Write TODAY for literature and low prices. **BROWER MFG. CO.** Box 2142 Quincy, Ill.



Attention Please! All 25-Year Members

Help us in preparing our record of 25-year members. You can do this by filling in the blank which follows.

In cases of family memberships, where the name in which the membership is carried has been changed during the years, we have no other way of determining the 25-year record, except as the individuals concerned supply us with the names, in consecutive order, of persons or partnerships under which the separate memberships were carried during the 25 years.

Our Seasonal Production Peaks

The 4-Year Record

THE chart on this page shows what is happening to milk production this spring in comparison with the past three years. The extremely early season in 1945 has caused a rise in production to occur in the latter part of March and early April, comparable to that which ordinarily occurs the latter part of May.

This chart is based on weekly reports of the USDA relative to production per day per dairy of 5,000 herds supplying milk to the Philadelphia market. The weekly figure published by the USDA is compared on this chart as nearly as possible with the corresponding week of the preceding year. The production per day per dairy of these herds during the week ending March 31 was 338 pounds, which level of production was not reached last year until the third week in May. The line showing 1945 production has run constantly above 1943 and 1944, and most of the time has exceeded 1942. Thus, not only has the early season caused flush production to occur much earlier than usual, but the level of production has been higher since the first of the year and would have been higher in spite of the early season.

Peak production in 1944 was reached the first week in June and

was much higher than in 1942 or 1943. The peak, however, was of short duration and when it is considered that the drop in production during the fall of 1944 was not severe, as is shown on the chart, the seasonal variation of the milk supply on a monthly basis was not as wide in 1944 as it was in 1943. The extreme shortage which occurred in October and November of 1943 was avoided in 1944. The extreme peak of production in the latter part of May and early June in 1944, however, severely taxed the facilities for handling milk in this area.

The abnormally early season this year adds to the difficulties of predicting just how high production will go or just how long the duration of the flush will be. Experience to date, however, indicates clearly that the problems of handling the supply during the next few weeks will be at least as great as they were last year.

1945 Forecasts

MEMBERS of Inter-State supplying Philadelphia and secondary markets expect peak production this year to exceed that of last year by about seven and one-half percent. In March Inter-State mailed a letter to a representative list of members well-scattered over Inter-State territory. Four questions were asked, as follows: How many cows were

you milking June 1, 1944? How many do you expect to be milking June 1, 1945? How many pounds of milk daily were you delivering June 1, 1944? How many do you expect to be delivering June 1, 1945?

There were 223 replies indicating that on the farms from which replies were received the average herd being milked last year was 18.2 cows, and that the average would be 19.0 cows this year, or an increase of 4.4 per cent. An even greater increase in production is expected, the average production being 443 pounds per day at the peak last year, the expected peak production this year being 476 pounds per day. This is an increase of 7.45 per cent. The smallest increase was expected in New Jersey, where two of the 27 members reporting had discontinued shipping milk, and the largest increases were expected in Delaware and Maryland.

These figures are consistent with the results of a questionnaire sent dealers in Philadelphia and nine other neighboring markets by W. P. Sadler, Federal Market Administrator for Philadelphia and Market Agent for the milk conservation orders in the ten markets. Dealers representing 75% of all milk quotas for the ten areas predicted a 7 percent increase in supply in March, 1945, over March, 1944, a 7.5 percent increase in April over April last year and a 5.3 percent increase in May this year over May last year. Thus it appears that the flush production this spring not only will come somewhat earlier than usual, but that it may go seven or eight per cent higher than last year.

Queen Anne's Consignment

Some of the best Guernsey and Holstein herds in Maryland will be represented at the consignment sale which will be held at Pioneer Point Farms near Centerville, Md., on May 5.

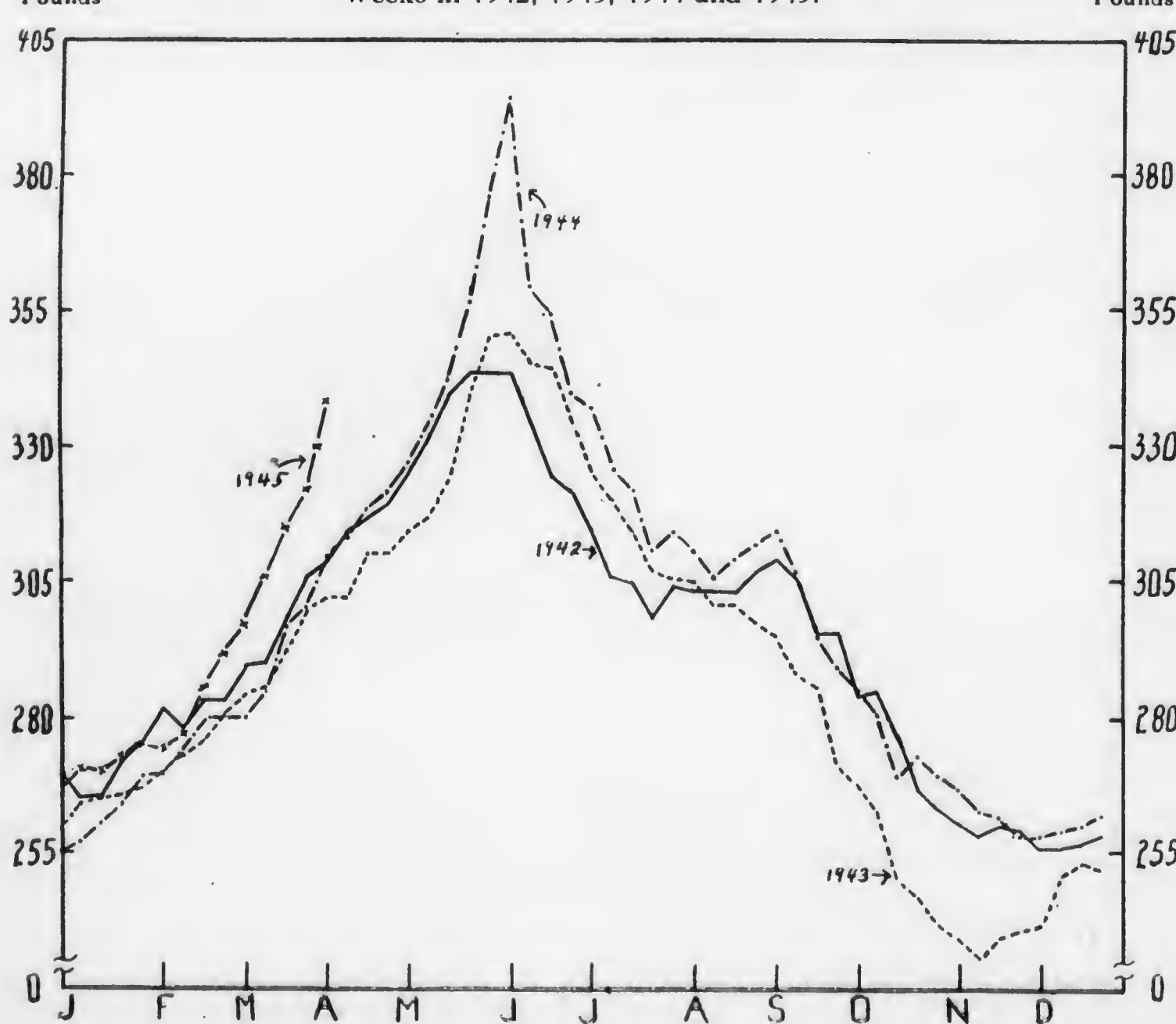
The Queen Annes Extension Dairy Committee is sponsoring the sale, which will begin at 1:00 P.M. Exhibition of the animals will start at 10:00 A.M., and lunch will be served by the Homemakers' 4-H Park Building Fund Committee.

Don't be alarmed if your little daughter thinks she is smarter than you are. She may be right.

The man who says it can't be done is usually interrupted by someone doing it.

Average Daily Delivery Per Dairy—Philadelphia (5,000 Herds)

Based on Reports of the U. S. Department of Agriculture for Corresponding Weeks in 1942, 1943, 1944 and 1945.



Leads Nation in DHIA's

Pennsylvania now leads the nation in number of active dairy herd improvement associations, says C. R. Gearhart of Pennsylvania State College, dairy and extension specialist in charge of this work. The Keystone State has 118 organizations operating and several new associations will start operation as soon as testers can be found to supervise this work.

DHIA work started in Pennsylvania in 1912 and this state has been among the leaders constantly since that date.

Urges Production Of Quality Milk

Producing quality milk pays dividends, and high quality milk can be produced if dairymen will give careful attention to the fundamentals, says I. E. Parkin, dairy specialist, Pennsylvania State College. These fundamentals are: management, environment, the cows, methods of milking, care of utensils, cooling and storing of the milk.

Management is by far the outstanding factor, he explains. Proper management means the cows are housed comfortably, kept in good health, properly fed with roughage being fed after milking, and keeping the cows clean, clipping them 3 or 4 times a year.

In obtaining the quality milk, managed milking procedures should be followed. This means preparing the cow by hot water massage, use of a strip cup, then a short wait, and milking with clean hands and sterilized utensils, or a sterilized milking machine. Proper machine stripping will eliminate hand stripping.

The steps following milking are equally important, the dairy specialist points out. This means washing dairy utensils immediately, by rinsing, then washing with proper brushes in an alkaline-wetting agent solution, rinsing with hot water, then sterilizing with available chlorine solution. Each cow should have its milk, on completion of milking, run through a sterilized strainer into a clean, sterilized milk can. Milk should be immediately cooled to a temperature of 50 degrees or lower.

These various steps may sound detailed, the specialist says, but he points out that each dairyman must remember that his product is in competition with other foods, and the quality of milk must be good to maintain and increase the market.

Dentist: "Young man, what kind of a filling do you want in your tooth?"

Boy: "Chocolate."

Honor 20-Year Employees

More than one-fourth of the personnel of the Supplee-Wills-Jones Milk Company have been with the company twenty years or more. All such employees were given special recognition at the inauguration of the new Supplee 20-Year Club at a dinner meeting on April 4.

The company reports that 511 men and women are eligible for this club. Special identifying gold buttons were supplied all men who were eligible for the club, while women members received gold and diamond bar pins.

The longest period of service was that of Joseph Smith, an employee in the Camden plant who is now in his 53rd year with the company. Seven other employees have been with the firm more than 45 years and fifty for at least 40 years or more.

Abbotts Secretary Dies

Walter L. Moore, secretary of Abbotts Dairies, died on March 16. He had been associated with the company for 54 years, his first contacts being with the founder, George Abbott during summer vacations while attending college.

Mr. Moore was a Minister of the Society of Friends and very active through his lifetime in Springfield Friends Meeting.

Wife (learning to drive): "Hubby, that little mirror up there isn't set right."

Hubby: "Isn't it darling?"

Wife: "No, I can't see a thing but the automobiles in back of us."

Native: "Do you find this a good river for fish?"

Fisherman: "It must be. I can't persuade any to come out!"

HORACE F. TEMPLE

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MEMBERS

Free Advertising

Active members of Inter-State may place "for sale" or "wanted" advertisements in the Review without cost to them. Ads are limited to one-inch space and are published without investigation or guarantee. Agents' and salesmen's advertising not accepted in this department. Your advertisement should reach us by the 10th of the month.

FOR SALE: Milk wagon in A-I shape, with can rack for hauling milk and movable extra side boards. Mary E. Coffman, West Grove, Pa. Phone: 3265.

WANTED: Three-bottom, twelve-inch tractor plow. Charles N. Harris, R.D. 1, Box 28, Lincoln University, Pa.

Meeting Calendar

April 24—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

May 2—Centerville dinner meeting—High School Auditorium, 7:00 P.M.

May 8—Altoona-Huntingdon Inter-State Milk Market Committee—Hollidaysburg, Pa.

May 15—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

CASH PRIZES

For Winning Pictures in the

REVIEW PICTURE CONTEST

An opportunity to turn your really good snapshots into money.

Prizes . . .

\$5.00 if picture is used on front page, \$1.00 if used on inside page.

Open to . . .

Members of the Inter-State Milk Producers' Cooperative and their families.

Requirements . . .

1. Clear, sharp outlines, attractive background.
2. Farm subject that will interest others on its merits.
3. Description of Picture—Who? What? When? Where?
4. Identification of sender.

Mail to Inter-State Milk Producers Review, 401 N. Broad St., Philadelphia 8, Pa.

(Unused pictures will be returned)

A New Ice Cream "Racket"

So hungry for ice cream are crews of submarines and destroyers in the Pacific war theater that they frequently resort to a form of black-mail to obtain this most popular of all foods, according to **Captain Stuart H. Ingersoll**, recently appointed commandant of midshipment at the Naval Academy at Annapolis.

These ships frequently pick up pilots and crewmen from planes that are downed in the sea and, before giving up the rescued men, they demand that the carrier pay for their rescued men in terms of ice cream, sometimes as much as twenty gallons for each man. The top price was thirty gallons for a rescued commanding air officer.

Young Dairy Heifers Do Better In Stable

Young dairy heifers do not thrive satisfactorily on pasture alone and, in fact, should be kept in the barn where it is cool, says **C. N. Hall**, dairy specialist at Pennsylvania State College. This advice is given at the start of the pasture season when there is a temptation to turn the young cattle out with the rest of the herd to simplify the herd management problem.

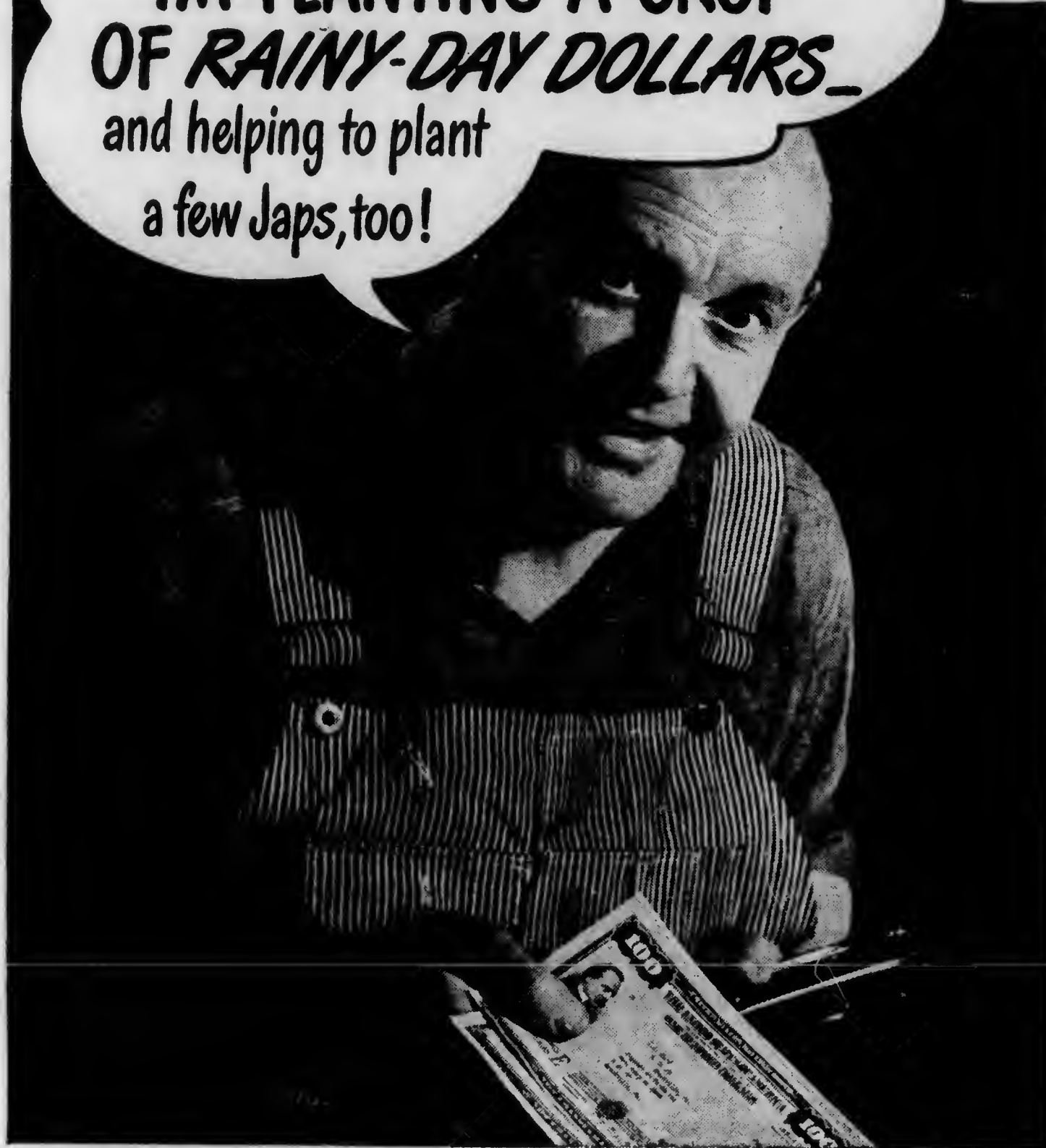
Hall explains that the digestive system of calves from 6 to 12 months of age is not fully developed. Such calves from 6 to 12 cannot handle a sufficient quantity of bulk in the form of grass to furnish necessary nutrients for growth and body development. Instead, they should be kept in the barn and supplied with plenty of hay and water, along with adequate grain to insure proper growth.

Calves 10 to 12 months of age may be put on pasture near the barn where they can be fed grain once a day. But, they will require shade and ample water. If pastures become short in mid-summer, additional hay and grain may be necessary to keep up satisfactory body gains.

When heifers are turned on pasture, the specialist goes on to state, they should be fed some dry hay. This will tend to slow up the digestive processes with the grasses, permitting the full utilization of their food value. A good-quality, leafy, mixed hay is best for heifers, and if fed from a rack there will be a minimum of waste.

The importance of keeping the heifers growing properly lies in the fact, Hall says, that "all other conditions being equal, large cows produce more milk and produce it more economically than small cows."

**I'M PLANTING A CROP
OF RAINY-DAY DOLLARS—
and helping to plant
a few Japs, too!**



"EVERY farmer with a head on his shoulders puts away some dollars for lean days ahead, but the real smart farmer makes these dollars *work*.

"My Dad used to always say: 'Never let a dollar loaf! Make it earn some interest!'

"That's easy now because we can buy War Bonds and get back at maturity four dollars for every three we put in.

"Besides, I get a kick out of buying War Bonds. I can't get my hands on any Japs or Nazis, but I figure I can help one of our boys do the job for me."

* * *

DECIDE RIGHT NOW to put every single spare dollar to work for you and for your country! Buy War Bonds regularly from your bank, post office, mail carrier, Production Credit Association or other issuing agent in your locality.

WAR BONDS GIVE YOU...



1 A part in maintaining the best-equipped Army and Navy in the world!



2 A way to help prevent inflation... to avoid "run-away" prices on things you have to buy.



3 Generous return... every \$3 you put in "E" bonds brings you back \$4 in 10 years.



4 A secure future for your family, and improvements for your farm.



5 The safest investment of all... safe in principal, safe in return, safe from fire, from loss, from theft!

Never give a dollar a day off... BUY WAR BONDS!

INTER-STATE MILK PRODUCERS' REVIEW

Our job on the farm front is to produce—and keep on producing—food and more food just as long as a Nazi or a Jap still shows any desire to rule this world by force.

**End of
Volume**



**End of
Title**

END OF REEL
PLEASE
REWIND

